

The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, JULY 17, 1930

LICENSED!



THE HOME INDEMNITY COMPANY

Is now licensed and ready to do business.

The Company is a member of
The Home of New York Group

It is managed and operated by
the same executives and staff as

The Southern Surety Company of New York
Also a member of the Home Group

THE HOME INDEMNITY COMPANY NEW YORK

WILFRED KURTH
President



NORMAN R. MORAY
Chairman of the Board

HOME OFFICE—111 JOHN STREET—NEW YORK, N. Y.

Good faith is the basis of insurance



YOU can take that two ways—and it's equally true for both!

First, permanent relations between company and agent are wholly dependent upon sincere, cordial service. This can only exist when there is complete confidence—when there is mutual good faith in the integrity and ability of each.

Second, all insurance policies are personal contracts. Actually no building or furniture or stock is ever insured.

Rather, the owner insures himself against loss of these possessions. Thus the company must have a very personal

interest in every one of our policy holders.

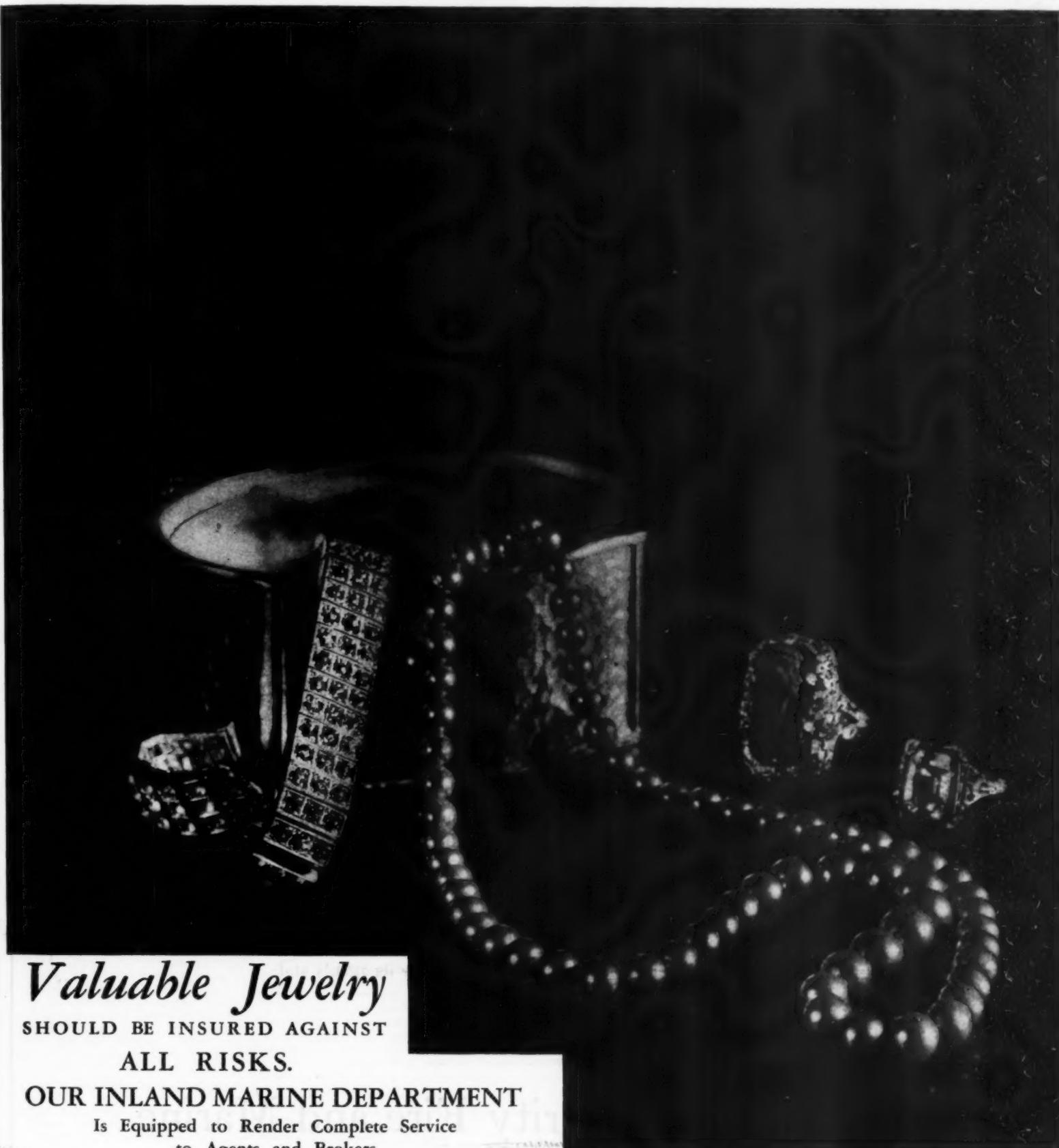
It is only natural for us to stress the personal side of insurance. All through the existence of these companies, the personal aspect has been uppermost.

It has always been our effort to conduct our business so as to make friends and keep them. For we believe that *permanent* relations are most profitable for all concerned. . . . That we have, in some measure, succeeded is indicated by the long list of satisfied policyholders . . . and by the friendly, competent, loyal staff of agents which ably represents us in important communities throughout the world.

Agricultural
Insurance Company,
of Watertown, N.Y.

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Empire State
Insurance Company,
of Watertown, N.Y.



Valuable Jewelry

SHOULD BE INSURED AGAINST
ALL RISKS.

OUR INLAND MARINE DEPARTMENT

Is Equipped to Render Complete Service
to Agents and Brokers

SPRINGFIELD FIRE AND MARINE INSURANCE COMPANY
SPRINGFIELD, MASSACHUSETTS, U. S. A.

GEORGE G. BULKLEY, President

Western Department
HARDING & LININGER, Managers
Chicago

Affiliations
Constitution Underwriters Department
Springfield, Mass.
Sentinel Fire Insurance Company
Springfield, Mass.

Pacific Department
GEORGE W. DORRIN, Manager
San Francisco

Affiliations
Michigan Fire & Marine Insurance Company
Detroit, Michigan
New England Fire Insurance Company
Pittsfield, Mass.

"STRENGTH LIES IN DEEDS NOT SIZE"



[On May 10, 1775, Ethan Allen and his "Green Mountain Boys" utterly surprised and without combat captured the British stronghold Fort Ticonderoga, thus opening the Lake Champlain region to the American forces.]

"IN name of the great Jehovah and the Continental Congress" Fort Ticonderoga surrendered to the fearless Green Mountain Boys led by the frontier hero, Ethan Allen. This unexpected deed accomplished with great secrecy was important in proving America was ready to fight for her liberty.

Important today among automobile, fire and windstorm insurance companies are the deeds of service given agents and policyholders of the Eureka-Security Fire and Marine. For 66 years no company has done more for its agents and none are better for agents to represent.

The Eureka-Security Fire and Marine Insurance Company

(Also known as the Cincinnati Underwriters)

Established 1864

Cincinnati, Ohio

"THE COMPANY THAT KNOWS WHAT TO DO FOR ITS AGENTS AND DOES IT"

The National Underwriter

Thirty-Fourth Year No. 29

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, JULY 17, 1930

\$4.00 Per Year, 20 Cents a Copy

Lane Is Head of Fire Association

Succeeds J. W. Cochran, Who Retires at His Request to Become Chairman of Board

WELL KNOWN EXECUTIVE

Is Former President of Niagara and Active in Fire Insurance Field for 30 Years

PHILADELPHIA, July 16.—At the monthly meeting of the directors of the Fire Association and affiliated companies James W. Cochran was retired as president at his own request and was immediately chosen chairman of the board, a post left vacant by the death of E. C. Irvin some time ago. Otho E. Lane, former president of the Niagara Fire, was elected president and a director of the Fire Association and its affiliated companies. Mr. Lane will assume his new duties at once.

Mr. Cochran felt that he wanted some younger man to share his burdens. While he is not an invalid, he has not been in the best of health for the past two years and only recently returned from a trip abroad.

New President's Career

Mr. Lane has been connected with the fire insurance business for some 30 years. His first post was as an inspector for the Insurance Survey Bureau of Chicago. It followed on the heels of his graduation from Miami University, Oxford, Ohio. Following that, he was successively a special agent for the Traders of Chicago and for the Providence Washington in Wisconsin and state agent of the Scottish Union & National in the mountain field.

He was appointed assistant United States manager of the Yorkshire in 1912, leaving four years later to become vice-president of the Niagara Fire. On the death of the president, shortly afterwards, he was elected to that post.

Prominent in Organization Work

He has been president of the New York Board and president of the Insurance Institute of America and has also served on important committees of the National Board and of other organizations.

A comparative stranger in eastern fire insurance circles when he became president of the Niagara, he rapidly earned a place among the leading executives by his excellent administration. When he took charge of the company, it had a capital of \$1,000,000, surplus of \$3,000,000, assets of \$9,000,000 and an annual premium income of \$4,000,000. When he retired in 1929 on the sale of the company to the America Fore group, the Niagara had a capital of \$5,000,000, nearly \$10,000,000 surplus, \$28,000,000 in

(CONTINUED ON PAGE 15)

Many Protests Expected on Oklahoma City Boost

OKLAHOMA CITY, July 16.—Up to the middle of this week no date for hearing of application by fire companies for a \$1 per \$100 rate increase here had been set by the state insurance board, and there was nothing to indicate when a hearing would be held. Protests against the boost occasioned by conflagration hazard resulting from steady march of the unusually high pressure drilling area toward the heart of the city, with occasional wild wells, have been made by the city council, supported by citizens, the chamber of commerce and the county commissioners.

City Counselor Malcolm McKenzie is preparing a brief on the situation that will be filed with the insurance board if and when a hearing is held.

Possibility of Settlement

Agitation of the matter has had the effect of arousing interest and this it is believed may lead to settlement of the situation that otherwise might have gone beyond control through lack of consideration.

The application of companies for the increase will remain with the state board until a hearing is held. Within the past few days conditions in the oil field have changed. Operations have been reduced and oil production lessened.

With safety regulations enforced through the city authorities, there may be a possibility of modification of the increase in insurance rates asked for. Therefore the situation may undergo some change.

SITUATION REMAINS SERIOUS

Oklahoma City's oil situation, which last week resulted in filing by the Oklahoma Inspection Bureau for 205 fire companies of a tentative \$1 per \$100 flat increase with the insurance board, subject to hearings, protests of city council and citizens, was badly muddled this week.

There are, however, several definite indications. The city manager has been instructed by the council to protest the increase with the argument that the situation is not so serious as reported. It is assured that there will be public hearings before the insurance board.

Number of Agents Protest

A number of agents have written to their companies protesting the increase, imbued by the local optimism.

Emphasis is placed by the companies on the fact that they did not take an arbitrary stand in the rate increase. Under Oklahoma law they were entitled to make the increase effective immediately on filing, after which protests might have been made. Instead, C. T. Ingalls, manager of the bureau, specified the \$1 rate should be held in abeyance subject to discussion with the public.

Another vital point is that the fabulous growth of land values due to the oil strike, with the accompanying sharp decrease in building values which always accompanies an oil boom, may result in considerable moral hazard. It

is pointed out that structures on lots wanted for drilling purposes will be liabilities rather than assets, and there will be a tendency toward "selling" some of these structures to carriers.

Constitutes National Menace

The most important factor, and one which it is believed has been overlooked, even by many fire managers, is the catastrophic effect which an Oklahoma City conflagration probably would have on American fire insurance. A fire insurance engineer who is considered a national authority, points out that there is about \$300,000,000 liability carried on Oklahoma City. "It is the duty of the companies to the rest of the nation," he says, "not to jeopardize their surpluses by a conflagration which might cost them \$300,000,000."

It is pointed out that the situation will not be much better even if the city council decides—which is improbable—not to open any more territory for drilling and the movement toward the business district ceases. There are said to be enough wells being drilled close to this district now to prove a continuing dangerous hazard.

Attitude of local authorities is discouraging. The tremendous wealth of the field has caused strong pressure on the city council to let down the bars. So many millions of dollars in oil are involved that the estimated \$3,000,000 increase in fire premiums probably will have little effect in checking the tendency to make all Oklahoma City an oil field.

Propose Further Extensions

Several new territories are up for consideration before the council, all near the business district. The ones in the Volz addition southwest and in Draper Park addition, south of the business district, are farthest removed. The South Park addition, however, is north of the U-7 zone and would be a further extension toward the business district, bringing the drilling area only 13 blocks from Main and Broadway, the heart of the city.

Washington Heights manufacturing district southeast of the business area is only about 1,600 feet from Main and Broadway and contains one located well. Another new territory, which it is reported has been included in the U-7 zone and is to open in 30 days, is along the C. R. I. & P. railway, made up of Miller's industrial addition, Webster addition and Minna Page addition, and is nearly a mile long and 1,500 feet wide.

High Volatiles Dangerous

The real hazard, according to fire insurance engineers, is not the 200,000,000 cubic feet of gas estimated to flow from a wild well in 24 hours. This quickly mixes with air, becoming non-combustible. The great hazard is said to be the high volatile fractions in the crude, which is of high type comparable to the best Pennsylvania oil. These volatiles are said to be heavier than air, and although normally dissipated, easily

(CONTINUED ON PAGE 31)

Missouri Issue Is Still Active

Depositions Will Not Be Taken in Rate Case Until Fall

SOME IGNORE NEW RATES

Mutuals and Reciprocals Are Taking Advantage of the Situation in the State

Attorney R. J. Folonie of the Western Underwriters Association, who has primary charge of the Missouri rate litigation for the organization, has gone on his vacation to the Atlantic Coast and will not return until Sept. 1. It is not likely that there will be developments in the Missouri case now that the interlocutory injunction has been granted. The state can take an appeal from the decision of the tribunal if it so desires but it is not likely to do so as very little if any would be gained by such action.

Case to Come Up on Merits

The case will now come up on its merits and testimony will be taken. It is hoped by the companies that depositions will be taken and that it will not be necessary for a commissioner to go personally to the various cities where testimony is to be taken. Probably not until October or November will the attorneys start to take local testimony. Depositions will be taken from company officials in the endeavor to get at the actual experience in Missouri.

Associated F. & M.'s Action

The Associated Fire & Marine of California has notified Superintendent Thompson of Missouri that it has withdrawn from the suit filed in the Cole county circuit court at Jefferson City, Mo., asking for a review of the superintendent's action in refusing to grant the companies a 16 2-3 percent increase in rates effective on June 1.

The suit was on behalf of 57 companies, including the Associated Fire & Marine. It is the second company to withdraw, as the St. Louis Fire & Marine a few days after the action was filed notified the actuarial committee to withdraw its name as a party to the suit.

Since that time the St. Louis Fire & Marine has been quoting the rates approved by the department or 10 percent off the published rates.

Some Companies Have Lower Rates

The First National and General, both of Seattle, Wash., have also been quoting the rates satisfactory to the Missouri department while the Minnesota Fire has been quoted 20 percent off the published rates. The Equity Fire of Kansas City, Mo., has also been granting its customers the 10 percent reduction.

(CONTINUED ON PAGE 29)

Average Rate Is Undergoing Cut

Better Construction This Year Hits Carriers Suffering from Market Reaction

INTEREST IN RETURNS

Speculation Is General Over Six Months Premium Figures Now Being Calculated

NEW YORK, July 16.—Pending issuance by the fire patrol of its report of fire companies' income in this city in the six months ended June 30, there is great speculation as to what return will show. That the totals will disclose a decrease from last half of 1929 is taken for granted. Interest is centered on the extent of the decline and the companies and agencies which have suffered the most.

Net premiums in the boroughs of Manhattan and the Bronx for the second half of 1929 amounted to \$14,809,304, and returns for the full 12 months, \$32,999,601, as against \$22,112,294 in 1928.

Figures on 1929 Premiums

In Brooklyn, income for the second half of last year was \$6,504,454, with total 1929 premiums of \$13,776,775, making a grand total from New York City for the past year of \$46,776,376.

Branch managers and agents seem agreed that returns the first half of this year will be materially less than those for the same period of 1929, and that these will also show a decrease from figures of the preceding six months.

This city, in common with practically every other important center throughout the country, has suffered from the general business depression, which, setting in with the stock crash, has continued with little outlook for material improvement before late fall.

Chance for Quick Recovery

Some industrial leaders are optimistic enough to predict that a turn for the better may be counted on within the next 30 days. They believe that with the ending of the vacation season merchants will begin replenishing depleted stocks to take care of the customers' demands for new wearing apparel and other necessities. Building operations, which have been hanging fire throughout the country, may be expected to get under way in earnest, they say, generally stimulating other lines.

While new building construction is widespread here, and assessed valuation of the principal boroughs has increased by millions of dollars in the last year, the gain from this source to fire companies has been comparatively slight.

Better Type Reduces Rate

The great percentage of the new structures is of a type vastly superior to those displaced, securing a rate, because of fire-resistant character, far below that charged on older buildings. What holds with respect to structures applies equally to contents, so that while fire companies have the same aggregate liability the income is materially less.

This trend of average rate seen on local business is also observed throughout the country. Stocks of merchandise in most lines are at low ebb. In their efforts to conduct their businesses economically merchants are cutting down insurance. This retrenchment policy appears to extend to all business lines and is reported generally by brokers.

Even the giant brokerage houses re-

Chicago Agency Takes to Air



Bowes & Co., large Chicago general agency which represents Barber & Baldwin of New York in writing aviation insurance on a large scale throughout the central west, has put this department on an ultra modern basis with a big passenger plane which is being used for stimulating sale of aviation insurance, taking part in air activities and to facilitate the inspection of risks and losses.

J. P. Bowes, Jr., head of the agency, has been a confirmed air traveler for some time and has made many business and pleasure trips over the major air lines of this country. He is a brother-in-law of Vincent Bendix, head of many aviation enterprises. The aviation department is in charge of Paul M. Brown (inset in photograph above), who has been closely identified with major aviation activities in and around Chicago for a long time and now is a student pilot preparing himself for actual flying.

The Bowes agency offers the services of a highly skilled airman in the person of Capt. Clarence C. Lang, who was in

the Canadian and Royal British air force during the war and has had more than 6,000 hours of flying. He is resident pilot engineer in Chicago for Bowes & Co.

Since May 1 the agency has had a large Stinson five passenger cabin monoplane under charter operating from Sky Harbor airport northwest of Chicago in this work. Mr. Bowes, however, determined to go all the way, has purchased the latest type Stinson plane on which delivery will be made soon. This Stinson is to be powered with a 210-horsepower Lycoming motor and is considered the finest equipment of this type obtainable in this country.

Messrs. Bowes, Brown and Lang took part in the air demonstration recently in connection with the great army show at Soldiers Field and Mr. Brown attended the airport dedication July 12-13 at Mattoon, Ill., in the agency's plane. He also will attend dedication of the new airport at Danville, Ill., Aug. 2-3.

The plane also is expected to expedite the agency's service outside of the aviation department.

CONDENSED NEWS OF WEEK

Some companies are taking advantage of the rate situation in Missouri and writing at less than the new increased tariffs.

Page 3

Many protests expected on \$1 per \$100 flat fire rate increase scheduled by carriers on Oklahoma City property as result of conflagration hazard in oil boom.

Page 3

Otho E. Lane, former president of the Niagara Fire, has been made president of the Fire Association.

Page 3

Lower average rate resulting from better types of construction hits carriers already suffering from general business depression.

Page 4

President Stebbins of the American Association of Insurance General Agents renews his fight on spurious general agents.

Page 6

Work of explaining National Board's institutional advertising campaign is progressing rapidly in the hands of two "crews."

Page 8

Charles L. Gandy of Birmingham, Ala., is spoken of as a candidate for chairman of the National Association of Insurance Agents' executive committee at the annual meeting.

Page 10

Annual premiums by company jurisdictional classification in the central west in 1929 given.

Page 13

Chicago Fire & Marine takes over the fire business of the National Guaranty Fire of Newark, N. J.

Page 12

Eugene F. Hord, vice-president of the Standard Accident in charge of the metropolitan and suburban district of New York City, has been elected executive vice-president of the Fireman's Fund Indemnity in charge of the eastern department.

Page 35

London Lloyds makes important concession in bonding case—permits legal service in New York.

Page 33

Ohio Fire Underwriters Association and Ohio Fire Prevention Association meet at Lake Wawasee, Ind.

Page 10

Texas agents seek simplification of policies, decry freak forms, in hearings before insurance board.

Page 5

Announcement made as to some of the entertainment features of the annual meeting of the National Convention of Insurance Commissioners.

Page 11

Car & General of London extends its operations in the west, appointing J. A. Cassidy as manager at Chicago.

Page 33

Federal court in Chicago has ordered the receiver of the Motor Transit Mutual to levy an assessment to pay claims.

Page 35

United States Supreme Court has been asked in a petition for a writ of certiorari to review a case involving the question of whether death caused by sunstroke is death by accidental means.

Page 36

Bert L. Dowell resigns as vice-president and general manager of the Eureka Casualty to become manager of the Pacific Coast department of the Lloyds Casualty.

Page 38

Willard L. Case, formerly vice-president of the Independence Indemnity, joins Public Indemnity as vice-president and secretary.

Page 34

Norman Hoag has been elected executive vice-president of the Union Indemnity in charge of the eastern department.

Page 35

Frank W. Franzen is made resident vice-president and manager of the New York City office of the Commercial Casualty.

Page 33

I. U. B. Supplies Want of Buyer

Corrects Old Fault of Ignoring Demand of Customer

DUMONT DEFENDS BOARD

New England Association Hears Manager Tell Aims and Operation of Organization

The Interstate Underwriters Board was described by Manager John R. Dumont to the New England Associations of Insurance Agents as an instrument for providing the service which customers need and demand. The speaker remarked that fire insurance heretofore has erred in trying to sell dress suits to buyers who wanted business suits.

Much criticism of the I. U. B., according to Mr. Dumont, is misdirected. He said that the organization of which he is manager is abused because the chain store system exists. The chain store, Mr. Dumont protested, is not the creature of the Interstate Underwriters Board and the I. U. B. is powerless to control it or curtail it. The I. U. B., he added, merely helps to retain for the agent and the company coverage for new forms of merchandising.

Purposes of Board

The Interstate Board, according to Mr. Dumont, was organized for five purposes:

1. To define and maintain a definite line of demarcation between fire and marine insurance because of the encroachment on the fire business by the writing of strictly fire lines under marine contracts.

2. To provide a means whereby those companies which desire to share in the business of multiple location risks might do so under proper control and supervision while still living up to the obligations imposed upon them by the state law.

3. To bring back to those companies desirous of doing business in an orderly manner, a large amount of the country's greatest business which had been written by companies willing to compromise with ethics and disregard state laws.

4. To give the local agents the same opportunity enjoyed by the largest city broker to write this class of business under uniform and practical form and a uniform method of rating.

5. To meet legitimately the insistent demands of modern business and industry for a flexible insurance contract which would provide protection automatically on stocks of merchandise or other goods whose values fluctuate from time to time during the year.

Elastic Coverage Needed

Mr. Dumont said there is no reason why fire insurance should not provide elastic coverage such as had been provided under workmen's compensation, employers' liability, automobile fleet policies and group life insurance policies, which provide automatic pick-up features, provisional premiums and sometimes provisional amounts which are periodically adjusted to actual values before the final premium is determined.

In answer to criticism Mr. Dumont pointed out that the I. U. B. is not a rate cutting organization; that it is not an underwriting pool; that 75 percent of the applications for rating have come from local agents throughout the country, particularly from the small cities

(CONTINUED ON PAGE 12)

(CONTINUED ON PAGE 12)

Static Spark Has Become Real Cause of Loss From Fire

A cause of fire in all risks involving flammable materials such as gasoline, which heretofore has been given little publicity was disclosed in the \$1,000,000 Chicago municipal airport fire in the theory that it was started by a "static spark" resulting from draining gasoline tanks on a 14-passenger tri-motor Fokker plane.

The Chicago Board, reporting on the inspection of physical aspects of the risk, states: "The cause is not definitely known; however, the theory has been advanced that static electricity created while draining the gasoline tank in a large passenger plane caused the fire. It is common practice to drain the gas tanks of these planes quite frequently in order to remove all scale and sediment from the tanks. One of the attendants started draining the tank and left the plane to get his lunch. During that time the fire originated and soon involved the entire hangar."

Demonstrated in Laboratory

From officials of the Oil Insurance Association and the Underwriters Laboratories, both of Chicago, it is learned that the theory of generation of a static spark by friction of gasoline on a container is sound and the experiment has been successfully conducted in the laboratories. Gasoline companies require all tank trucks and other containers to be grounded either by a dangling chain or some other means. The newer type gasoline storage tanks with wood roofs now are protected by a network of wires which are grounded to carry off static electricity.

This fact is of major importance to aviation underwriters as the regular practice of all passenger air lines of draining gasoline tanks at the end of a run exposes the risks every day to catastrophe hazards.

Underwriter's Suggestion

It is suggested by one of these underwriters that companies and pools covering aircraft should impose the requirement that all equipment be sufficiently grounded while on the ground. Earlier types of aircraft had a steel tail skid which was a part of the all metal framework, and this constituted a ground, but practice now is to install a rubber tired wheel in its place, thus with the two front landing wheels giving insulation from the ground.

Engineers and flyers state that planes are constantly accumulating static charges while flying and it is believed these may build up to a point sufficiently high to cause a discharge and a spark when they land if a grounded object is sufficiently close.

Explanation of Technicians

If this accumulated charge is not sufficient to discharge to ground in a spark, then it is believed the almost immediate draining of gasoline tanks may sometimes serve to boost the charge to a point high enough to bridge the gap.

Technical details of the Chicago disaster are lacking, but it is thought possible an armored gasoline hose or some projection on the plane whose tanks were being emptied was sufficiently close to the riser pipe of the underground storage tanks to form the small electrical gap across which the spark arced.

May Have Caused Other Losses

Fire underwriters admit this week that this little understood cause may be responsible for many other fires in gasoline storage places, garages, etc., where heretofore cause of fire has been written down, "Unknown." One competent fire underwriter expresses the opinion that better experience might be obtained on many such risks, even out-

New Head of Fire Association



J. W. COCHRAN
Chairman of the Board



OTHO E. LANE
New President

The fraternity was taken by surprise during the week when it was announced that James W. Cochran had retired as president of the Fire Association group to be chairman of the board, being succeeded by Otho E. Lane, who was formerly president of the Niagara Fire. Mr. Cochran himself fixed the retiring

age in the readjustment of the by-laws of the Fire Association, believing that a company should have as its guiding head a man of mature years, and yet he sees the danger of too old a person. Mr. Cochran himself is still vigorous but he desires to set an example for the future.

Oklahoma City Agents Take Non-Policy-Writing Action

OKLAHOMA CITY, July 16.—Appointment by certain fire companies of more than one non-policy-writing agent in this city, which several times has been protested by the Associated Fire & Casualty Underwriters, caused that organization to take action at a meeting authorizing the secretary to send registered letters to offending special agents listing the appointees objected to and requesting that all except one for each company be taken up immediately. The secretary will forward copies to all other representatives in case of a fleet represented by more than one special agent.

Resolution Is Adopted

The association's action, taken in a resolution, is based on this pledge which was made at the meeting: "All members of this association pledge themselves to resign offending company or companies belonging to fleets of which offending company is a member unless the situation complained of is immediately corrected as above set forth."

Bulletin listing offending companies and fleets will be sent all Oklahoma agents, requesting their cooperation and a copy of the resolution and list will be sent to the National Association of Insurance Agents.

Copies to Home Offices

Copies of the resolution also will go to home offices of all companies operating in the state, all state and special agents, the Oklahoma Field Club, Western Underwriters Association and Western Insurance Bureau.

The resolution states that company representatives to whom protests were made have failed to take any action; and that the field club "has shown itself not in sympathy with the single agency plan."

side the aviation industry, if more attention were paid to connecting all receptacles for storing flammable and volatile materials to ground in order to drain off static charges constantly and make sparks impossible.

Make Plea for Modern Forms

Texas Agents Press for Action by Insurance Board to Help Sales

DECRY FREAK POLICIES

Simplification Asked to End Befuddling of Public in Public Hearings This Week

AUSTIN, TEX., July 16.—Varying pleas for simplification of insurance policies authorized by the state board of insurance commissioners were presented by one faction of agents and representatives at a state board hearing on automobile insurance here Tuesday. Another faction presented pleas for modernization of policies to keep pace with advancement in other lines, including authorization of freak policies.

It is the duty of companies to simplify their policies instead of adding technicalities that befuddle the mind of the buying public, the agents, representatives and commissioners were told.

Plan for Modernization

In opposition to this, another group of agents sought to impress upon the commissioners the need of modernization in all forms and adoption of new policies in order to meet changed conditions. Freak policies hinder the sale of legitimate insurance, the commissioners were told.

Hearing of discussion on 32 proposed changes in the manual, forms and rates was taken by the commissioners. A meeting of the commissioners to act upon the requested changes will probably be held within the next two weeks, while hearing on four proposals for changes in the workmen's compensation department were deferred from Tuesday until Wednesday.

Subjects Under Discussion

Matters on which discussion was held Tuesday, included experience and merit rating for public liability and property damage for dealers, experience rating on certain risks, revision of rates, rules, and classifications in the casualty manual, changes in interurban bus rule, public liability and property damage, inclusion of a classification for farm owners and operators in rates and rules, fire and theft ratings for fleets, revision of rates, rules and classifications in the fire manual, change in age groups for fire and collision, deductible pilferage endorsement, unrestricted theft endorsement, unpaid balance endorsement for fire and theft, new deductible collision coverages, elimination of bumper credit in collision, collision rates for driveways, 50 percent collision participating endorsement, damage by falling aircraft, towing coverage, loss of use theft policy, vacation policy endorsement, territorial changes in public liability and property damage. Other subjects taken up were:

Cover Wide Territory

Suspension endorsement for furniture warehousemen, real estate and land dealers using private automobiles, real estate dealers' bus rule, change in age limit of operators, increase in property damage limits, change in classification of commercial cars for newspaper publishers, plate glass rates reduction, change in flood and rising water endorsement, standard statistical blanks, confiscation endorsement, budget plan agreement and dealers form No. 3 endorsement.

Discussion of the vacation endorsement (CONTINUED ON PAGE 10)

Travelers Fire Announces Southern Managerial Shift

Changes involving the jurisdiction of two branch offices have been announced by the Travelers Fire, affecting Manager Charles G. Snow and Assistant Manager Forrest W. Holley. Mr. Snow, who has supervision over the Georgia territory, with headquarters in the Atlanta branch office, relinquishes jurisdiction over Florida, and instead has had Alabama placed under his direction. Florida which hitherto has reported through the Atlanta office, will hereafter report direct to the home office, thus making it in fact an independent branch. Mr. Holley, who has been in charge of the Jacksonville office for the Travelers Fire as assistant manager since May 1, 1929, will continue his supervision of the business in Florida.

North Carolina Campaign

Commissioner Boney of North Carolina has started on a campaign against agents selling insurance without a license. He states that he has discovered that some agents represent companies that are not admitted to the state and in some cases the agents have not gotten licenses.

Agents Are Insuring Many Neon Signs

In all cities and towns of any size the Neon sign is becoming more and more in use. There are companies that are now insuring these signs specifically against loss for those who own them. In addition blanket policies are issued for dealers. The blanket policy covers those sold on deferred payments or conditional sales agreement. Frequently Neon signs are owned by the assured, then again they are leased, loaned, rented or sent on approval. Dealers, therefore, can secure full coverage on these signs.

Iowa Blue Goose Holds Its Annual Splash at Okoboji

DISCUSS FIRE PROTECTION

Ohio Pond Asks Support for Lohmeyer as Ground Keeper—Yeaton and Walsh Present

DES MOINES, July 16.—The annual splash of the Iowa Blue Goose, concluded with a banquet at Lake Okoboji, attended by 175 persons. Various stunts and the awarding of prizes closed the festivities.

The open forum Thursday afternoon proved to be of especial interest because of the various subjects discussed. Fred E. Brake, most loyal gander, presided.

A. D. Yeaton, of Chicago, western general agent of the New Hampshire Fire, was presented to the convention as was also Pat Walsh, secretary of the Security Fire of Omaha. Each responded briefly and expressed delight in being able to be present.

The campaign now being conducted to organize the public into units for the procurement of fire fighting equipment

in keeping with a recent enactment of the general assembly was discussed and the plan was referred to the state fire prevention association for endorsement or rejection after investigation as to its merits has been made. The plan contemplates the enrollment of farmers within a radius of 10 miles of a town or city, jointly with the residents of the municipality, who will pay an initiation fee of \$25 which will entitle each member free use of the equipment that is to be provided as long as such equipment is serviceable, the towns or cities to provide men for the operation of the apparatus.

McCoy Urges Attendance

D. L. McCoy, most loyal grand gander, sent a letter urging the Iowa Pond to be well represented at the meeting of the grand nest at Rapid City in autumn. The Ohio pond asked the support of one of its members for grand keeper of the golden goose egg, Arthur Lohmeyer being an aspirant for the position. Paul Lorey of the Ohio pond was received into membership of the Iowa pond, having been transferred by the National Fire to the Iowa field.

A letter was read from George C. Newman, the patriarch of the Western Adjustment, in which he expressed his

regret at not being able to be present because of the illness of his wife.

Much interest centered in the various contests featured by the sports committee. Rivalry was keen and interest intense. The list of winners follows:

Golf—Harry Dunker, F. B. Phillips. Relay swimming race—McClaren and McCormick, first; Carlisle and Dunker, second. Canoe jousting—Alexander, Lorey. Canoe race—McClaren, Barr. Heaviest string of fish—Sterling Freeman, F. E. Hathorn. Greatest number of fish—E. P. Davis, Art Holm. Archery, men—E. P. Davis, first; N. P. McGovern, second. Rifle shoot—E. P. Davis, first; Verne Meyers, second. Horse shoes—Charles Wherry, Joe McLaren. Men's clock golf—Verne Meyer, first; A. H. Alexander, second. Dart throwing, men—A. A. Minick, first; P. H. Barr, second.

Blue Goose Committees

Most Loyal Gander Everett M. Northrup of the San Francisco Blue Goose has announced the following committee chairmen: Group life, J. Charles Harris; relief, Howard Hogan, weekly luncheon, Kenneth Brown, greeters, Wallace Kelly, honker, R. C. Gillette; puddle contacts, Milton Pinney of Oakland, Bruce Smith of Fresno, Clarence Lord of Sacramento; auditing, Lyman Hale, entertainment, Frank J. Agnew.

Stebbins Reviews Fight on Spurious General Agents

WRITES TO COMMISSIONERS

Income of Real General Agent Is Supervising Expense, Not Acquisition Cost, He Says

President Herbert Cobb Stebbins, American Association of Insurance General Agents, has addressed a communication to insurance commissioners and members of his organization repeating the definition of a general agent which Mr. Stebbins and his colleagues gave at the recent acquisition cost hearings in Chicago.

Furthermore Mr. Stebbins declares that "proper" definition of a general agent has been adopted by the Eastern Underwriters Association, the Southeastern Underwriters Association, the Western Underwriters Association, Rocky Mountain Fire Underwriters Association, Pacific Board of Fire Underwriters, the Interstate Underwriters Board, and the National Automobile Underwriters Association. These organizations, he adds, are requiring the separation of combination local and general agencies.

Conducts Company Office

"We regard the bona fide supervising general agent as conducting a company office," Mr. Stebbins states.

"His duties consist of building an agency plant, employment and control of special agents, supervision and underwriting of business produced in his territory, collection and remittance of agency balances, inspection and engineering services, adjustment and payment of claims, educational work with local agents, creation of a better understanding of the insurance business by the public, tabulation of statistics, and in fact, practically all of the duties of a home office within a limited field.

"Our only contact with the insuring public is in conjunction with and on behalf of our local agent. We do not believe that any general agent should be engaged in the local business in competition with local agents.

Casualty General Agent

"While we recognize the fact that it is probably necessary to have two different classes of direct producing casualty and surety agents, we are opposed to any direct producing casualty agents being styled a 'general agent' for the reason that just so long as any so-called general agent is engaged in the writing of local business in competition with local agents, all general agents are obliged to suffer from the odium thereby created.

"We also are of the opinion that the remuneration received by bona fide supervising general agent is not acquisition cost but is in exactly the same category as home office expenses of all kinds, since the bona fide supervising general agent relieves the company of duties and expenses which it would otherwise be obliged to perform direct and which, in that event, would be charged as supervision cost and not acquisition cost."

NUMBER OF AIRCRAFT IS RAPIDLY GROWING

Is there a real need for aircraft insurance? The latest issue of the "Hartford Agent" quotes some figures given out by the National Association of Manufacturers which would seem to show that there is. There are 4,134 civilian-owned aircraft in the United States, including balloons, airships and airplanes. California now has 633 aviators; New York, 347; Illinois, 226; Michigan, 194; Pennsylvania, 180; Ohio, 180; Texas, 176; District of Columbia, 162; Missouri, 150; and Virginia, 105.

INCORPORATED 1799

PROVIDENCE WASHINGTON INSURANCE COMPANY of Providence, R. I.

Capital, \$3,000,000

Net Surplus, \$13,010,813

INCORPORATED 1832

VIRGINIA FIRE AND MARINE INSURANCE COMPANY

Richmond, Va.

Capital, \$500,000

Net Surplus, \$1,408,098

INCORPORATED 1928

ANCHOR INSURANCE COMPANY Providence, R. I.

OWNED AND OPERATED BY THE
PROVIDENCE WASHINGTON INSURANCE CO.

Capital, \$1,000,000

Net Surplus, \$1,100,000

WESTERN DEPARTMENT

175 W. JACKSON BLVD.

J. R. CASHEL, Manager

CHICAGO



NAPOLEON fixed the RESPONSIBILITY

The Code Napoleon, in which the First Consul codified the civil laws of France in 1804, clearly implied the need for adequate insurance protection on the part of purchasers of homes or merchandise . . . According to the Code, the debtor was liable to pay indemnity—though the property perished or was lost through no fault of his.

Today, insurance provides FULL PROTECTION at small cost. With complete confidence, agents of the Fireman's Fund fleet sell fire policies and many other valuable specialized coverages, such as Explosion, Windstorm, and Aircraft Property Damage.

FIREMAN'S FUND INSURANCE COMPANY

... and affiliated companies:

HOME FIRE & MARINE INSURANCE COMPANY, OCCIDENTAL INSURANCE COMPANY
and on the Pacific Coast the OCCIDENTAL INDEMNITY COMPANY

Fire—Marine—Automobile

SAN FRANCISCO

NEW YORK

CHICAGO

BOSTON

ATLANTA

Flying Crews Are Winding Up National Ad Meetings

HOLD GATHERING AT CHICAGO

Work of Explaining National Board's Institutional Campaign Is Progressing Rapidly

Two flying "crews" which already have established contact with hundreds of field men and managers in many states throughout the nation in a definite advance educational program preparatory to publication of the first of the National Board's advertisements in some 2,400 newspapers the third week in August, are speeding their efforts to meet the managers and field men at central points in all the remaining states of the Union before the first insertion of the series.

A meeting was held in the Chicago Board room attended by many managers, field men and a few outstanding agents. Richard E. Verner, manager of the fire prevention department, Western Actuarial Bureau, presided.

Mr. Verner and A. L. Gale who is

president of Gale & Pietsch, Chicago advertising agency in charge of the campaign, make up one of the teams, and Warren W. Ellis, publicity director National Board, and Wallace Rogers of the advertising agency, the other. All were in attendance at Chicago. Others present were O. B. Ryon, consulting counsel National Board; Shirley Moisant, Kankakee local agent; Dana Pierce, president Underwriters Laboratories, and Ernest Palmer, manager Chicago Board. Mr. Ellis presented the plan.

The thought being carried to all the sectional meetings is how company men and local agents can make the best use of this institutional advertising. Company and field men are being urged to take the message to local agents, and in furtherance of this idea contact committees are being formed in every state.

Keynote of Campaign

The Illinois and Cook county field men's organization under whose joint auspices the Chicago meeting was held will appoint contact committees there.

The keynote of the entire campaign is carried in the first broadside of the advertising campaign, stressing insurance as the "Cheapest Necessity."

The first meeting of field men was held at Helena, Mont. Messrs. Ellis and

Rogers, who have confined their activities largely to old Western Union states, already have carried the message into Montana, Idaho, Utah, Nevada, California, Arizona, Texas, the mountain field in a meeting at Denver, Oklahoma, Arkansas and Illinois, and Messrs. Gale and Verner have explained the plan in many other states. The latter's itinerary included Topeka, Kan., July 14, and Nebraska July 15, Indiana July 18, North and South Dakota next week, Michigan July 28. The other team will resume with a meeting at Asheville, N. C., July 24, will continue to Columbia, S. C., July 25, Jacksonville, Fla., July 26 and Atlanta July 28, and then will start a series of meetings in New York State, inaugurated by a meeting in New York City Aug. 4. Following that, they will go into New England.

Bankers Fire & Marine

President Frank N. Julian of Bankers Fire & Marine, Birmingham, Ala., announces that the company has closed its first year of active operation with premiums more than 100 percent of the anticipated goal. The company operates strictly through the agency system and has no connection with any general or local agency. It does not sell insurance on a "bargain counter" basis in competition with independent agents.

Bureau Field Clubs Meeting at Iowa's Famous Resort

LAKE OKOBOJI, IA., July 16.—The Western Insurance Bureau field organizations west of the Mississippi river are meeting here this week. Today each separate field club met alone and tomorrow there will be a joint meeting of all the clubs. At the joint meeting Harry A. Houghton, Iowa state agent of the Firemen's and president of the Iowa Field Club, will preside as the official state host. A special car came from Chicago bringing a number of the managerial talent including Manager H. A. Clark and Assistant Manager Fred W. Sullivan, Firemen's; C. H. Yunker, Milwaukee Mechanics; W. E. Wollagger, Concordia; R. S. Danforth, Millers National; W. E. McCullough, Hampton Roads Fire & Marine; Ralph Rawlings, Monarch Fire; Manager F. C. Schad and Miss Rita Merrill of the Western Insurance Bureau and Manager J. H. Patterson of the Western Sprinkled Risk Association.

Advertising Conference Has a Strong Committee

The Insurance Advertising Conference has announced the complete personnel of the committee in charge of the annual meeting at Milwaukee, Sept. 28-Oct. 1. Chauncey S. S. Miller, North British & Mercantile, is general chairman, assisted by Stanley F. Withe of the Aetna Life and affiliated companies for the fire and casualty group, while L. J. Evans, Home Life of Arkansas, and Bart Leiper of the Pilot Life will sponsor the life group. Exhibits will be in charge of Ray Dreher, Boston; L. A. Welsh, M. Phelps and H. V. Chapman, Ohio Farmers. Trophy plans are being prepared by Miss Chlo Peterson, Business Men's Assurance of Kansas City, and J. W. Longnecker, Hartford Fire. A publicity bureau will be maintained at Milwaukee hotel headquarters in charge of H. E. Taylor, American of Newark.

New Mississippi Gas Field Studied by Company Men

NEW YORK, July 16.—Considerably exercised over the potential conflagration hazard in Oklahoma City through the drilling of oil wells close to the high value downtown business district, particularly because of tremendous gas pressure, company officials have just learned that gas wells are being sunk in Jackson, Miss. They are wondering to what extent the practice will be carried and the measure of hazard that will result. Mississippi has never been regarded as holding natural gas possibilities, and thus far the only producing well in the state is that recently drilled in Jackson. Citizens of the city are naturally excited over the development and are conjuring up visions of vast wealth. It has not been determined whether the field contains gas in quantity sufficient to make it commercially worth while.

Million Dollar Fire in Big Philadelphia Store

PHILADELPHIA, July 16.—Fire late Tuesday atop the new Strawbridge & Clothier store now being built caused damage of at least \$1,000,000. While the actual damage from fire was rather slight smoke and water, especially smoke, filled the entire store and ruined practically the entire stock in the large Philadelphia department store. Officials of the store said tonight the loss may exceed \$1,000,000.

Every local agent should subscribe for a personal copy of The National Underwriter.



**SPECIALIZING
IN
AUTOMOBILE
INSURANCE
EXCLUSIVELY**

A Member of Your Personnel . . .

The advertising department of the ATLAS is just like a member of your personnel. Not only can you call on this department for assistance in planning and producing your advertising, but from it you receive at regular intervals a Packet of New Advertising Ideas.

These Packets contain selling and collection ideas that every ATLAS agent can use — folders, letters, window posters, blotters, newspaper advertisements, together with a plan for using this material.

This member of your personnel is certain to prove most profitable for you, because through its help you can build a larger volume of business for your agency at no extra expense to you.

ATLAS
Casualty Company
EXECUTIVE OFFICES
Fort Wayne, Indiana

OPERATING IN INDIANA, ILLINOIS, OHIO, MICHIGAN,
IOWA AND PENNSYLVANIA

THIS REPRINT of the Fire Association Fleet advertisement in the July 19th *Saturday Evening Post* suggests something that is true both in golfing and in the insurance business.

Long drives are spectacular, but every golfer knows that it's the work on and around the greens that counts—accurate approach shots and consistently good putts.

Insurance companies which keep faith in little things and agents who are careful of details are more successful and better liked than their more showy competitors.

The Fire Association Fleet

Home Office: 4th and Walnut Sts., Philadelphia

Dept. Offices: Atlanta, Chicago, Dallas,
San Francisco, Montreal, Havana

Fire Association of Phila. Constitution Indemnity Co.
The Reliance Insurance Co. Victory Insurance Co.



**Every
golfer
can
get
a (W) Hole in One
(Insurance Policy)**

And he should, for this low-priced policy issued by the Fire Association Fleet is a good thing to have in his safe deposit box.

The Golfer's Policy insures against:—Specified injuries suffered by Assured while playing, practicing or watching a game of Golf; Assured's Liability to others for bodily injury or damage to property inflicted by Assured while playing or practicing Golf; Loss or damage to clubs, equipment or clothing of Assured (away from his residence) by virtually all hazards, including loss by theft in excess of \$25.00.

Our representative in your locality will be glad to explain to you the advantages of this Golfer's Policy or any of the various forms of insurance provided by the Fire Association Fleet, which include almost everything but life insurance. Phone him to call, for the chances are he can give you some new and valuable information. You will find him a business man of a high type.

The Fire Association Fleet Philadelphia, Pennsylvania

Almost every kind INSURANCE excepting life

Fire Association of Phila.
The Reliance Insurance Co.



Constitution Indemnity Co.
Victory Insurance Co.

EVERY JUST CLAIM PAID IN FULL SINCE 1817



COVERAGES EFFECTED

FIRE,
AUTOMOBILE,
TORNADO,
RENTS,
LEASEHOLD,
EXPLOSION,
RIOT and CIVIL
COMMOTION,
PROFITS AND
COMMISSION,
USE & OCCUPANCY

AUTOMOBILE COVERAGE

A Valuable Asset

Agents of the Patriotic Insurance Company of America have found it a most valuable asset to be able to say "Back of the company I represent is the Sun, THE OLDEST INSURANCE COMPANY IN THE WORLD."

This distinguished title has been the source of pride to the representatives of the Patriotic because they know that the accomplishments of the past are the best evidences of an ability to safeguard the interests of the policyholder in the future.

PATRIOTIC INSURANCE COMPANY of AMERICA

HEAD OFFICE
55 FIFTH AVENUE, NEW YORK

Oswald Tregaskis, President

WESTERN DEPARTMENT
WRIGLEY BLDG., CHICAGO
John F. STAFFORD, Manager

PACIFIC DEPARTMENT
SAN FRANCISCO
C. A. HENRY, General Agent

Ohio Underwriters and Fire Preventionists in Gathering

MANAGERS IN ATTENDANCE

Much Interest Taken in Lake Wawasee, Ind., Outing Meeting—Vold Heads Latter Group

By LEVERING CARTWRIGHT

WAWASEE, IND., July 16.—Officers elected by the Ohio Fire Prevention Association at the meeting here are: President, Martin Vold, Springfield; vice-president, Howard Manning, Ohio Inspection Bureau; secretary, Paul Brown, Hanover.

Despite the fact that it was not the annual meeting, the summer outing of the Ohio Fire Underwriters Association at Lake Wawasee attracted a surprisingly large number of Ohio field men. More than 100 special agents, visitors and their families registered for the session. At the same time the annual meeting of the prevention association was conducted under the gavel of William C. Howe, Milwaukee Mechanics, the retiring president, pointing out that more women than men each year meet death in fires.

Retiring President Speaks

Mr. Howe urged that more emphasis be placed on educational fire prevention work among women's clubs. He also advocated greater effort in inducing local business men to attend the dinners following inspections in the various cities and towns.

Homer Ruprecht, retiring secretary, reported that inspections had been made in seven cities in the last year, among them Toledo and Akron. Mr. Ruprecht commended the help received from State Fire Marshal Gill. Alvin E. Bulau, Southern Fire, Ohio district chairman, Inter-chamber Fire Waste Council, reviewed the creditable record of Ohio cities in the race for fire prevention honors.

Ohio Cities Win Honors

Six Ohio cities participated in the honors of the inter-chamber contest, Lakewood winning first prize in its classification and Cincinnati, Cleveland, Marietta, Youngstown and Dayton receiving honorable mention.

A number of special agents took advantage of the proximity of Wawasee to Chicago to visit their western managers and consult with them on problems of the Ohio field before the meeting. Ernest Kobman, Phoenix of London, as chairman of the entertainment committee, arranged a dance, banquet, golf and other forms of recreation.

Arthur Lohmeyer, president, was in charge of the series of routine business sessions of the underwriters association.

Among the visitors were C. H. Smith, assistant manager Hartford; Albert E. Perry, Commercial Union; Ralph Learn, agency superintendent Aetna; W. E. Gable, Columbus manager; E. E. Heasley, Cleveland manager; M. D. Crowe, Toledo manager Underwriters Adjusting; Guy W. Funk, western general agent Automobile of Hartford; Charles E. Curtis, independent adjuster of Cleveland, and Oscar Gleiser, general Commercial Union.

Make Plea for Modern Forms

(CONTINUED FROM PAGE 5)

ment policy covering 12 hazards, with the exception of fire and theft, drew fire from the agents, who opposed what they termed "freak" policies. The policy would cost on an average \$1 per day and give coverage for practically every hazard the tourist would encounter.

No action was taken on any of the requests. The commission will meet in executive session at a later date to determine action on the matters.

May Be Chairman



CHARLES L. GANDY, Birmingham, Ala.

Numerous friends of Charles L. Gandy of Birmingham, Ala., member of the National Association of Insurance Agents executive committee, are mentioning him as a prominent candidate for the chairmanship at the time of the annual meeting in Dallas. Whether Mr. Gandy can give the time to the work remains to be seen. At any event those who have come in contact with him all agree that he is eminently qualified for the post. For many years he served as assistant secretary of the Alabama association and at the last annual meeting retired as president after two years' conspicuous service, having been the chief official host when the mid-year meeting was held in his city in 1929. Personally popular, gifted with an unusual sense of humor, conservative in his ideas, progressive in his sentiments, Mr. Gandy has made friends in all sections.

Fire Department Fee Cover Offered

The Northern of London is among the first companies to offer insurance to pay fire department fees to suburbanites since this coverage was admitted on April 8 by the Western Underwriters Association. Although the W. U. A. did not authorize this coverage, the governing committee suggested that there was no objection to it.

In a message to its agents the Northern points out that in many communities located outside of city limits the city fire departments do not respond to fire alarms except upon special call. When this is done a fee is charged which frequently amounts to \$50 for the first hour, \$25 for each succeeding hour.

Often there has been resentment on the part of the policyholder, who assumes that this fee is covered in his fire policy. Invariably the insurance company has declined to accept liability for the fee.

The rate applying to the fire department fee coverage will be the same as the building rate in the Northern policy. The following form is suggested:

"On fire department charges actually payable by the insured for services of regularly organized fire departments in connection with fire on the within described premises."

Royal Appoints D. S. Davis

D. S. Davis, who has been with the Indiana Inspection Bureau, has been appointed special agent of the Royal group for Indiana. P. J. Mangan is state agent with E. R. Hubbell as special agent for the state.

Plans Are Being Completed for Commissioners Rally

WILL TOUR IN NEW ENGLAND

Insurance Officials and Guests Will Have Most Interesting Program for Their Entertainment

HARTFORD, July 16.—Thirteen committees composed of 80 members representing Connecticut insurance companies, the Connecticut Association of Insurance Agents and the Connecticut and Hartford chambers of commerce have been named to handle the details in connection with the annual meeting of the National Convention of Insurance Commissioners here starting Sept. 8.

Sightseeing Trips

The entertainment will consist of a number of sight-seeing trips and visits around Hartford in addition to a four days' tour through New England. As many are expected to arrive on Sunday afternoon, Sept. 7, an automobile trip around Hartford has been planned for that afternoon. A breakfast for the delegates and guests will be held the following morning while in the afternoon a Hartford tour will be taken for those recently arrived. On Monday and Tuesday afternoons all will be welcomed at the offices of the Hartford company. A banquet will be held Monday evening for the men at the Hartford Club and the ladies will be entertained at the Farmington Country Club. In addition to the banquet, on Tuesday evening delegates and guests will be taken to witness an exhibition of speed boats on the Connecticut river and airplanes at Brainard field.

Tour Through New England

On Wednesday morning all will be taken in buses for a tour through New

England. The party will spend Wednesday night at Bretton Woods, N. H., Thursday night at Poland Springs in Maine and Friday at Swampscott, Mass. The party will have an opportunity to witness the Newport, R. I., international race between Sir Thomas Lipton in the Shamrock V and the American defender. William BroSmith, vice president of the Travelers, is general chairman of the committee on arrangements. His associates on that committee are presidents and managers of companies with head offices here.

Georgia Committees Named

Howard Geldert, president of the Georgia Association of Insurance Agents, announces the following committee appointments:

Executive committee: S. V. Conyers, Dublin, chairman; D. MacIntyre, Atlanta; T. Ayer Hatcher, Macon; Dan L. Gibson, Albany; C. F. Powers, Savannah; Hamilton C. Arnall, Newman; R. L. Philips, Brunswick; C. D. Flanagan, Jr., Athens.

Executive counsel: Albert R. Menard, Macon.

Conference committee: S. O. Smith, Gainesville, chairman; J. R. League, Augusta; G. Frank Lumpkin, Columbus; W. E. Harrington, Atlanta; S. V. Conyers, Dublin.

Legislative committee: D. I. MacIntyre, Atlanta, chairman.

Extension committee: Scott Nixon, Augusta, chairman.

Casualty and surety committee: Milton Dargan, Atlanta, chairman.

Dunham Appointments

To fill vacancies on the committee of blanks of the National Convention of Insurance Commissioners, President H. P. Dunham has appointed B. E. Sheppard, actuary New Jersey department; Harold G. Walton, actuary Indiana department, and Robert S. Burlingham, deputy commissioner of Rhode Island.

Losses in June Show 5.35 Per Cent Drop From 1929

NEW YORK, July 16.—Member companies of the National Board report fire losses in the United States in June aggregating \$31,818,266, a decrease of 5.35 percent from those for the corresponding month of last year. For the first half of 1930 the total fire losses were \$242,299,736, compared to \$230,092,795 last year.

Agency in Receivership

NEW YORK, July 16.—Upon complaint of the Germanic Fire, the Baltimore agency of Muller & Rosenberg has been placed in the hands of receivers. The company claims the agency is indebted to it in the sum of \$2,085 and is insolvent.

Death of Secretary Hildreth

SPRINGFIELD, MASS., July 16.—Secretary E. H. Hildreth, one of the faithful officials of the Springfield F. & M., died today from pneumonia. The funeral will be held Friday.

English Officials Sail

NEW YORK, July 16.—G. F. Williamson, manager of the Norwich Union Fire of England, and G. R. H. Colman, a director, who have been visiting in this country and Canada for a short time sailed for home today.

Do you understand the "exposure hazard" and the part that it plays in the determining of fire insurance rates? The **Dean Schedule Training Course** explains this and many other interesting and instructive problems. Write The National Underwriter Company, 420 East 4th street, Cincinnati, O., for free booklet, "Business Getting Knowledge," describing the training course.

NEW YORK NEWS

NEW YORK CITY LOSSES

Fire losses in New York City during June showed an improvement as compared with June a year ago, according to the report of the loss committee of the New York Board. The incurred losses reported for June were \$730,521, against \$1,196,703 reported in June last year. For the first six months of this year the incurred losses were 11.29 percent less than for the corresponding period a year ago, the committee reporting incurred losses of \$6,133,750 for the first half of this year, as compared with \$6,914,178 for the corresponding period in 1929.

Over Half of Total

The losses handled by the committee constitute approximately 55 percent of the total losses of the city. The committee's figures therefore indicate a total of \$11,152,273 for six months this year, as compared with \$12,571,233 for the corresponding period in 1929.

The report of the committee on the incurred losses under its charge for adjustment during the first six months of 1929 and 1930 is as follows:

NEW YORK CITY AREA

	Dec.		
1929	1930	Pct.	
Incurred loss. \$6,914,178	\$6,133,750	11.29	

*Increase.

The report of the committee on losses in the New Jersey shore area, which it handles, shows a very heavy increase both in number of claims and in amount of loss incurred this year over last. The figures for six months are as follows:

NEW JERSEY SHORE AREA

	Inc.		
1929	1930	Pct.	
Incurred loss. \$294,893	\$1,733,218	487.74	

No. of claims. 100 129 39.00

MUCH advertising literature usurps the prospect's prerogative of doing his own thinking. The average man objects to being told that he needs something; he prefers to hear the facts and then decide for himself.

In this folder we illustrate the usual causes of explosion in the home and ask the prospect to judge whether or not he is subject to them. It puts him in the buying frame-of-mind.

Advertising of this kind is a distinct asset to Columbia Agents. To them it is furnished in quantity; others may have a sample by writing the Administrative Office.

The
Columbia
FIRE
INSURANCE COMPANY
OF DAYTON, OHIO

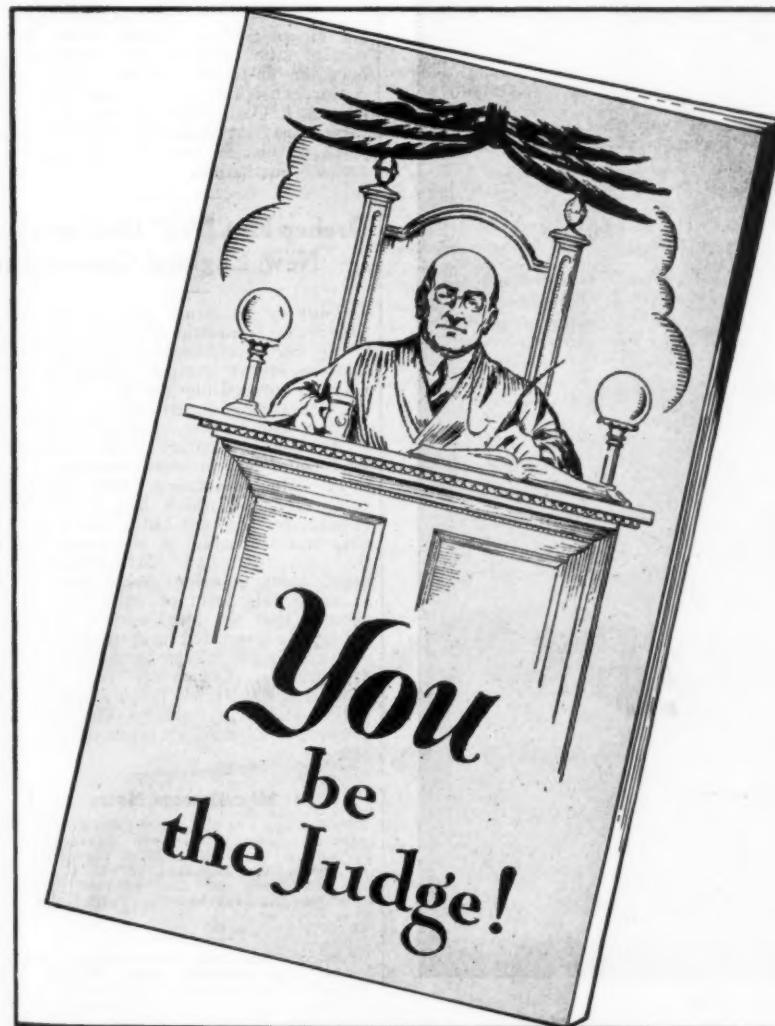
Organized 1881

Administrative Office, 70 Park Place

Newark, N. J.

Surplus to Policyholders \$2,391,594

ONE OF THE AMERICAN GROUP



NEWS OF THE COMPANIES

Takes the National Guaranty

Chicago Fire & Marine Reinsures the Fire Business of the Newark, N. J., Corporation

President H. M. O'Brien of the Chicago Fire & Marine announces that his company has reinsured the outstanding fire business of the National Guaranty Fire of Newark. An audit of the books is now under way. The Chicago F. & M. does not take over the automobile business of the National Guaranty. As of Dec. 31 the Newark company had assets \$928,635, premium reserve \$377,876, capital \$220,000, net surplus \$152,102, premiums last year \$523,721, losses

\$302,981. Its expense ratio was 57.8 and loss ratio 57.5. The company has paid no dividends to stockholders. John R. Shields is president and Joseph J. Shields, secretary. Control of the National Guaranty Fire and its running mate, the Independent Bonding, was purchased by the Marquette Easton Finance Corporation of St. Louis last March. W. M. Baldwin, president of the Prudential Casualty & Surety of St. Louis, was elected chairman of the board of the two companies. Mr. Baldwin was the main factor in making the purchase.

Launch Quaker City F. & M.

The City Fire & Marine, with headquarters at 226 Walnut street, Phila-

delphia, has been incorporated to do business in Pennsylvania. It starts with capital of \$400,000. Officers are: Gilbert Mather, Ardmore, president; Walter E. Roehro, West Chester, secretary, and Joseph Budd, Willow Grove, treasurer.

In addition to the officers the directors include Harry Lyster, Brookline; Walter S. Hutton, Philadelphia; Harry Beans, Philadelphia; C. H. Grotfend, Elkins Park; F. Roland O'Brien, Lansdale; Clifford W. Bennett, Philadelphia; R. Harold McQuale, Ardmore; Stanley Cowan, Bywood; Henry F. Clark, Bala, and J. S. Sencion, Bala.

Will Write Reinsurance

NEW YORK, July 16.—Horace R. Wemple is president of both the Ace Reinsurance of Elizabeth, N. J., and Stratford F. & M. of Jersey City, as he was the chief organizer of each. Each company has a capital of \$300,000 and

a surplus of \$200,000, and will transact reinsurance business solely, both treaty and facultative. Mr. Wemple expects the Ace will start operations on or before Sept. 1, the Stratford getting underway a little later.

Homeland

The Homeland of the North British fleet has increased its capital from \$800,000 to \$1,000,000 and has paid in \$600,000 additional surplus.

Company Notes

Admission to Wisconsin has been secured by the Standard of New York of which J. A. Kelsey is president.

Directors of the Baltimore American increased the annual dividend rate to 80 cents a share by declaration of a semi-annual dividend of 40 cents a share, payable July 25 to holders of record July 15.

Average Rate Is Undergoing Drop

(CONTINUED FROM PAGE 4)

port that their customers are no longer carrying complete stocks and are more and more inclining to make limited purchases of supplies, particularly of types of goods acceptable to sudden style changes.

Years ago, metropolitan brokers systematically began to move expiration dates on lines they controlled to other than vacation months. Hence it will be September at least before renewal orders may be looked for in any considerable amount. Their extent and character will give an indication as to what business may be anticipated by companies and agents in the second half of 1930.

I. U. B. Supplies Want of Buyer

(CONTINUED FROM PAGE 4)

and towns; that agents who have studied the subject are enthusiastic over the up-to-date, broad, elastic and comprehensive forms of cover provided by the I. U. B. and that the I. U. B. forms are not designed to take the place of specific insurance but to take care of fluctuation.

Dreher Has "Ad" Display at New England Convention

Contrary to usual custom but one advertising department took advantage of the recent convention of New England agents at Bretton Woods to display its advertising matter. This was the advertising department of the Boston and Old Colony, of which Raymond C. Dreher, originator of the modernistic type of insurance advertising, is the head. The advertising matter of these companies, for which Mr. Dreher not only writes the text but is his own artist, was displayed at the entrance to the convention hall. Mr. Dreher was asked many questions as to the results of using this form of publicity, which showed that the local agents of today are keenly interested in up-to-date methods employed in company advertising departments. Copies of "The Accelerator," the companies' house organ, sales letters and reproductions of insurance newspaper advertising made up the display.

Miscellaneous Notes

Following are the recent entries in the inter-chamber fire waste contest conducted by the National Fire Waste Council, under the auspices of the Chamber of Commerce of the United States: Newark, O.; Morristown, Tenn.; Jasper, Tex.

"Income Building Knowledge," a free booklet for **casualty men**. Write The National Underwriter, Cincinnati.



Company Experience in Western Field

*Fire and Lightning Premiums and Losses for Last Two Years
Compared—Union Members Write 78 Percent of Total in 1929*

(Taken from the advance proofs of the Argus Comparative Charts as published in the United States Review)

*UNION COMPANIES		1928		1929	
		Net Prem.	Net Losses	Net Prem.	Net Losses
		Written	Incurred	Written	Incurred
Aetna		\$ 7,575,582	\$ 4,145,899	\$ 7,440,845	\$ 3,903,607
Albany		156,942	58,087	129,634	49,911
Alliance, Pa.		856,127	420,819	791,068	366,401
American Alliance		376,114	124,785	458,275	186,529
American Central		964,565	610,839	1,017,147	539,804
American Eagle		1,167,219	613,150	1,295,439	646,731
American F. & M.		12,447	938	44,023	8,796
American & Foreign		24,610	9,652	191,383	90,804
American National		212,719	93,496	297,350	119,616
American Union		124,711	20,699	149,924	36,223
Anchor		21,935	937	78,229	15,239
Atlas Assurance		1,088,751	539,970	975,219	551,575
Automobile		1,483,040	738,536	1,449,498	741,728
Baltimore American				393,518	174,733
Bankers & Merchants				3,992	1,374
Caledonian		637,809	260,831	593,078	315,955
Caledonian-American		73,093	42,662	97,329	33,467
California		337,211	125,484	341,352	139,399
Capital, Calif.		2,958	803	2,556	795
Carolina		157,053	69,978	189,812	87,512
Central, Md.		63,877	21,498	73,921	39,632
Chicago F. & M.		426,001	237,989	420,093	254,909
Citizens		789,614	567,857	839,886	413,590
City of New York		809,109	398,471	701,802	374,784
Columbia, N. J.		211,008	105,284	207,227	98,810
Commerce, Glens Falls		388,791	213,889	424,703	188,706
Commercial Union, England		1,852,375	901,283	1,921,150	890,513
Commercial Union, N. Y.		337,170	223,472	373,437	172,166
Commonwealth, N. Y.		1,056,210	371,504	912,138	423,986
Connecticut Fire		2,393,362	1,125,391	2,413,471	1,161,517
Continental		6,337,777	3,360,294	6,279,341	3,231,200
County		279,161	111,275	166,509	39,844
Detroit F. & M.		899,472	369,374	776,015	455,283
Detroit National		128,522	50,104	126,225	65,520
Dixie Fire		205,832	159,214	241,028	153,250
Eagle Fire, New York		135,760	52,532	135,853	59,846
Eagle Star & British Dom.		695,706	381,695	632,089	307,806
Employers' Fire		880,746	436,276	386,250	233,146
Equitable F. & M.		449,694	219,409	527,670	225,251
Excelster		26,331	11,931	28,461	13,182
Federal, N. J.		521,156	146,418	520,807	235,284
Federal Union		175,941	75,021	176,826	80,952
Fidelity-Phenix		5,407,008	2,934,715	5,641,516	2,837,338
Fire Association		2,718,647	1,289,808	2,632,915	1,313,823
Fireman's Fund		3,553,387	1,676,866	3,126,101	1,642,445
First American		249,309	109,220	243,362	141,202
Franklin Fire		1,483,562	879,715	1,622,212	545,240
Franklin National		88,023	41,348	100,538	41,509
General, Paris		90,729	42,659	127,468	77,498
Georgia Home				17,363	5,728
Glens Falls		1,977,402	853,889	1,914,861	786,595
Granite State		339,990	156,991	380,275	159,532
Great American		5,334,540	2,521,927	4,898,482	2,262,493
Halifax		4,243		52,740	11,707
Hanover Fire		1,532,708	631,685	1,649,664	705,816
Harmonia		180,567	45,469	232,324	55,603
Hartford Fire		8,225,544	4,339,050	8,633,634	4,019,586
Home, New York		9,738,051	4,789,097	10,262,516	4,993,062
Home F. & M.		657,729	301,794	573,070	312,914
Home Fire, Ark.		57,969	25,035	162,863	66,808
Homeland		187,556	30,223	147,763	49,878
Homestead		35,091	4,379	48,437	26,710
Hudson		635,769	284,343	612,441	300,818
Imperial		266,053	124,954	259,716	130,616
Insurance Co. of North America		7,057,399	3,076,434	6,531,289	2,960,143
Iroquois Fire		32,015	5,010		
LaFayette		20,702	10,350	19,611	11,329
La Salle		66,236	8,406	71,342	27,881
Law Union & Rock		422,346	167,832	354,415	154,607
Liverpool & London & Globe		2,745,200	1,204,319	2,751,299	1,322,872
London Assurance		976,344	481,503	944,396	489,269
London & Lancashire		1,236,565	494,333	948,238	418,918
London & Provincial		95,333	42,899	92,891	29,749
London & Scottish		168,749	82,030	171,365	72,150
Louisville F. & M.		7,045		18,097	1,300
Manhattan F. & M.		171,517	93,553	207,891	71,915
Maryland				227,948	66,927
Massachusetts F. & M.		96,327	35,306	97,625	40,391
Mechanics & Traders		477,721	244,148	453,909	235,463
Mercantile		1,018,660	355,682	886,705	413,842
Mercury		393,950	232,901	588,107	178,259
Michigan F. & M.		698,213	356,794	718,323	316,292
National American		138,514	71,383	148,535	66,908
National Fire, Hartford		6,691,897	3,376,283	6,684,507	3,541,259
National Liberty				2,769,959	1,220,960
National Security				2,525,115	109,925
Newark Fire		763,102	383,876	890,568	401,244
New Brunswick		279,824	57,864	342,142	160,677
New England Fire		115,951	67,461	101,355	38,496
New Hampshire Fire		1,583,366	704,404	1,531,499	721,335
New York Underwriters		3,208,814	1,621,493	2,485,780	1,323,304
Niagara Fire		2,436,774	1,409,743	1,232,545	
North British & Mercantile		2,681,654	1,129,151	2,758,039	991,989
North Carolina Home		72,232	25,038	63,470	29,101
Northern Assurance		1,429,744	627,607	1,446,455	674,460
Northwestern F. & M.		831,648	356,459	834,856	421,042
Norwich Union		957,871	393,665	980,985	505,050
Occidental		84,753	3,862	126,293	34,009
Orient		1,086,713	495,654	952,018	377,621
Palatine		504,322	329,026	439,442	257,515
Patriotic		271,108	131,130	295,121	144,587
Pennsylvania		1,982,029	708,040	1,840,847	794,597
People's National				304,878	157,135
Phoenix, Hartford		404,768	175,545	345,438	154,872
Phoenix Assurance		1,064,220	465,874	1,045,148	491,120
Preferred Risk		216,452	118,342	219,937	118,541
Presidential F. & M.		106,894	77,082	153,050	93,617
Providence-Washington		1,194,918	546,791	1,102,461	526,183
Provident Fire		43,937	7,187	31,505	21,191
Prudential, Okla.		14,703	1,125	27,005	2,646
Queen of America		1,882,928	947,656	1,953,134	871,338
Reliance, Pa.		396,776	173,334	406,346	141,520
Rochester American		19,672	2,490	103,850	39,230

	1928	1929		
	Net Prem. Written	Net Losses Incurred	Net Prem. Written	Net Losses Incurred
Royal	\$ 3,147,449	\$ 1,611,620	\$ 3,129,236	\$ 1,410,126
Royal Exchange	754,149	277,782	754,308	366,596
Safeguard	245,368	109,734	217,503	102,612
St. Paul F. & M.	3,679,524	1,682,232	3,443,717	1,400,828
Scottish Union & National	1,325,856	565,531	1,326,114	642,289
Seaboard F. & M.			71,097	13,278
Sentinel	114,065	70,064	101,716	38,465
Southern, N. Y.			71,956	9,726
Southern Home	42,418	25,646	33,736	17,623
Springfield F. & M.	5,341,846	2,520,828	5,137,608	2,426,851
Standard, Hartford	380,671	180,031	426,525	166,422
Standard Fire, New York	89,272	51,913	121,521	42,698
Star of America	515,556	231,371	510,322	261,964
State Assurance	308,100	143,404	350,345	173,327
Sun Insurance Office	1,112,291	511,653	1,249,241	547,362
Svea F. & L.	585,884	304,513	601,178	269,517
Tokio M. & F.	426,672	144,920	323,794	228,844
Transcontinental	260,425	153,337	190,620	64,526
Transportation	7,797	1	178,965	76,359
Travelers Fire	2,191,211	911,482	2,264,501	976,400
Trinity Fire	61,414	15,633	200,421	56,294
Twin City	771,508	599,828	587,219	479,501
Union Assurance	209,915	126,867	248,843	122,115
United Firemen's	289,922	147,611	171,004	75,783
Urbaine	1,567,045	707,528	1,391,160	757,561
Victory	332,834	180,695	343,646	152,500
Virginia F. & M.	287,137	148,570	357,973	162,145
Westchester Fire	2,441,071	1,182,916	1,978,196	1,215,5

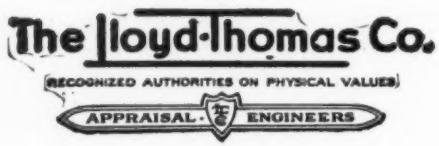
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	1928	1929		
	Net Premiums Written	Net Losses Incurred	Net Premiums Written	Net Losses Incurred
Equitable Fire, S. C.	80,433	36,797	82,585	43,017
Fidelity, Mo.	89,796	31,627	61,985	33,036
Fidelity American, Texas	260,839	80,890	55,765	9,766
General, Seattle	.....	.....	55,6324	147,015
Germanic, N. Y.	.....	.....	85,574	7,781
Globe, Pa.	4,634,092	1,890,585	5,082,158	3,018,927
Globe & Rutgers, N. Y.	48,257	19,986	49,472	15,472
Hamilton, N. Y.	185,249	75,863	186,719	64,762
Importers & Exporters, N. Y.	585,691	319,584	499,837	353,520
Independence, Pa.	116,675	38,846	115,009	94,776
Indiana Fire	53,375	22,127	58,319	33,228
Industrial, Ohio	342,851	183,643	80,924	215,105
Iowa Fire	91,750	52,570	83,758	34,116
Iowa National	134,399	71,172	121,721	64,769
Knickerbocker, N. Y.	162,870	79,399	205,843	100,188
Liberty, Ky.	32,682	6,272	31,933	4,184
Liberty Bell, Pa.	38,720	18,687	56,732	26,562
Lumbermen's, Pa.	326,855	135,444	390,462	151,332
Merchants, Ind.	132,113	43,084	140,515	46,135
Merchants, N. Y.	971,055	349,700	931,249	383,029
Merchants & Manufacturers, N. J.	98,537	7,515	257,060	51,117
Minnesota Fire	91,071	26,037	159,623	69,445
Mohawk Fire, N. Y.	126,116	3,977	326,959	74,976
National Guaranty, N. J.	28,147	14,448	86,163	60,285
New Jersey	337,620	194,042	339,480	143,953
New York Fire	217,250	72,017	279,406	136,633
New Zealand	47,760	11,362	50,264	20,081
Northern, N. Y.	1,345,501	631,012	1,342,303	643,253
Old Dominion, Va.	.....	.....	18,271	3,731
Pacific, N. Y.	371,354	139,072	401,239	164,726
Philadelphia National	37,246	344	89,134	27,856
Pioneer, Ill.	72,200	11,301	140,998	34,589
Pioneer Equitable, Ind.	76,829	19,789	66,184	29,039
Potomac, D. C.	242,878	101,261	294,537	141,312
Public Fire, N. J.	463,611	59,059	818,453	222,722
Republic, Texas	267,416	105,216	402,760	139,158
Republic, Pa.	3,230	11,923	4,048	2,940
Rocky Mountain, Mont.	35,200	21,343	.....	.....
Savannah Fire, Ga.	17,925	9,870	20,691	8,635
South British, N. Z.	34,877	24,902	.....	.....
South Carolina	922,255	235,769	838,526	430,141
Stuyvesant, N. Y.	38,254	1,142	161,539	62,906
*Sussex, N. J.	14,761	1,665	193,875	29,320
Sylvania, Pa.	12,890	5,989	15,970	2,346
Union, Canton	225,095	25,927	579,452	239,018
Universal, N. J.	53,040	30,726	48,145	24,543
Utah Home	61,558	28,367	47,254	32,096
Washington, N. Y.	.....	.....	.....	.....
Total	\$16,192,114	\$ 6,108,383	\$19,930,666	\$ 9,202,367

(*)—Western Underwriters Association in 1930.

COMPARISON OF FIVE YEARS' TOTALS

A comparison of the figures shown in the table and those of the three preceding years gives the following interesting ratios:

AGGREGATE BUSINESS—ALL COMPANIES

Co.'s	Premiums	Losses	Ratio %
1925	\$220,165,834	\$129,460,605	58.81
1926	222,793,513	117,580,782	52.77
1927	212,350,907	104,181,281	49.06
1928	218,122,933	104,256,550	47.81
1929	217,112,381	105,794,414	48.70

Total Five Years \$1,090,545,568 \$561,273,632 51.58

WESTERN UNION COMPANIES

Co.'s	Premiums	Losses	Ratio %
1925	\$161,188,183	\$ 94,807,151	58.19
1926	161,550,121	85,594,993	52.36
1927	153,099,375	75,728,727	49.46
1928	155,280,323	75,597,195	48.68
1929	155,797,539	74,880,404	48.06

Total Five Years \$786,915,541 \$406,608,470 51.67

NON-UNION COMPANIES

Co.'s	Premiums	Losses	Ratio %
1925	\$ 68,977,651	\$ 34,653,454	58.75
1926	61,243,412	31,985,789	52.23
1927	59,251,532	28,452,554	48.02
1928	62,842,610	28,659,355	45.63
1929	61,314,842	30,914,010	50.43

Total Five Years \$313,620,047 \$154,665,162 49.31

BUREAU COMPANIES

Co.'s	Premiums	Losses	Ratio %
1925	\$ 47,606,719	\$ 27,159,267	57.05
1926	48,706,494	25,405,557	52.16
1927	47,135,495	22,597,512	47.94
1928	46,650,496	22,550,972	48.33
1929	41,384,176	21,711,703	52.46

Total Five Years \$231,483,380 \$119,425,011 51.59

UNION AND BUREAU COMBINED

Co.'s	Premiums	Losses	Ratio %
1925	\$208,794,902	\$121,966,418	58.41
1926	210,256,615	111,000,559	52.85
1927	200,234,870	98,326,239	49.16
1928	201,930,819	98,148,167	48.67
1929	197,181,715	96,592,107	49.98

Total Five Years \$1,018,398,921 \$526,033,490 51.67

NON-AFFILIATED COMPANIES

Co.'s	Premiums	Losses	Ratio %
1925	\$ 11,370,932	\$ 7,494,187	65.96
1926	12,556,918	6,580,232	52.48
1927	12,116,037	5,855,042	48.32
1928	16,192,114	6,108,383	37.70
1929	19,930,666	9,202,307	46.12

Total Five Years \$ 72,146,667 \$ 35,240,151 48.84

CLASSIFIED PERCENTAGES—1925-1929

From the totals of each classification and the aggregate of all companies included in the table are drawn the following percentages:

PERCENTAGE OF AGGREGATE PREMIUMS

	1925	1926	1927	1928	1929	5 yrs.
Union Companies	73.27	72.51	72.09	71.22	71.79	72.18
Non-Union Companies	26.73	27.49	27.91	28.78	28.21	27.82
Bureau Companies	21.63	21.86	22.21	21.39	19.03	21.22
Union and Bureau Combined	94.90	94.37	94.30	92.61	90.82	93.40
Non-Affiliated Companies	5.80	5.63	5.70	7.39	9.18	6.69

PERCENTAGE OF AGGREGATE LOSSES

	1925	1926	1927	1928	1929	5 yrs.
Union Companies	73.23	72.69	72.51	70.78	72.44	72.44
Non-Union Companies	26.77	27.21	27.31	27.49	29.22	27.56
Bureau Companies						

Virginia and North Carolina Agents May Have Manager

EXECUTIVE HEADS CONFER

Appointee Would Divide Time Between State Associations—Feasibility of Finance Plan Discussed

RICHMOND, VA., July 16.—The Virginia Association of Insurance Agents may unite with the North Carolina association in the employment of a full time manager. The question of getting a manager for the Virginia association came up at its recent annual meeting in Roanoke, the members going on record in favor of employing a competent man for that purpose and referring the matter to the executive committee.

When the matter came up before the committee when it met in Richmond a few days ago, it was suggested that possibly a better plan would be to join hands with North Carolina with the understanding that the manager would give half of his time to one state and half to the other. As a result of the suggestion, W. Owen Wilson, of Richmond, chairman of the committee, got in touch with Thomas F. Southgate at Durham, who is chairman of the executive committee of the North Carolina association.

To Confer in Durham

The upshot was that it was agreed to have a conference in Durham on the subject the latter part of this month with Chairman Southgate who seemed to look with favor on the proposition. Chairman Wilson expects to take two members of his committee with him to Durham, DuVal Scott of Lynchburg and Charles J. Duke, Jr., of Portsmouth.

The North Carolina association went on record in favor of a full time manager before the Virginia association did, referring the matter to its executive committee at the Elizabeth City convention.

Discuss Finance Plan

Another matter discussed at the meeting of the Virginia executive committee in Richmond was the question of whether it would be feasible to adopt the so-called New York finance plan designed to speed up premium collections and settlements. No definite decision was reached as to this matter although it was agreed that some sort of a financial plan to accomplish that end was desirable.

Lane Is Head of Fire Association

(CONTINUED FROM PAGE 3)

assets and a premium income of \$11,000,000.

Mr. Cochran has been actively connected with fire insurance for close to 50 years. As a young man, he joined the Trezevant & Cochran general agency at Dallas, Tex., in 1883. Ten years later he became state agent of the Continental in Ohio. In 1895 he organized the Ohio Inspection Bureau, conducting it until 1902, when he went to New York to become connected with the committee of twenty, which started the system of town surveys now conducted by the National Board. He returned to Dallas in 1904 as general adjuster for Trezevant & Cochran and two years later, with John M. Thomas, now vice-president of the Fire Association, organized the general agency of Cochran, Thomas & Co. in Dallas.

Made Western Manager

Four years later, in 1910, he began his active affiliation with the Fire Association when he became manager of the western department in Chicago. While there he did some very valuable

work on the Subscribers Actuarial Committee, the Underwriters' Grain Association and other organizations. In 1919, he was called to the home office as vice-president and a director and in February, 1925, was elected president to succeed Elihu C. Irvin when the latter retired.

LANE RECEIVES OVATION

NEW YORK, July 16.—The news that Otho E. Lane was actively re-entering the business was cordially received by the fraternity in New York City, as doubtless it will be those throughout the country generally. Mr.

Lane received an ovation when he entered the dining hall of the Drug & Chemical Club on Monday, members present pressing forward to extend their good wishes. Since coming to New York from the Rocky Mountain field years ago, and notably since his assumption of the presidency of the Niagara Fire, Mr. Lane was a growingly important figure in managerial circles.

It was felt that sooner or later he would reenter the business. Mr. Lane will at once enter upon his new duties as president of the Fire Association, and familiarize himself with its operations and the possibilities for the extension of its business.

Connecticut Receipts Hit the Million Mark

HARTFORD, July 16.—For the first time in the history of the Connecticut department its annual income reached the million dollar mark for the fiscal year ended June 30. The exact amount collected was \$1,034,611, an excess of \$54,526 over the amount for the preceding 12 months. The largest item in the list of receipts was the tax on premiums which under the retaliatory law is the same as that imposed upon Connecticut companies by other states. This item contributed \$856,049.

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The Ohio Farmers Insurance Company owns and operates the Ohio Farmers Indemnity Company, a casualty insurance running mate.

AS SEEN FROM CHICAGO

DISCUSS EXPOSITION PLANS

Steps to bring about insurance participation in the Century of Progress Exposition to be held in Chicago in 1933 were taken by the Insurance Federation of Illinois when a special committee of representative members met with Dr. A. D. Albert, assistant to President Rufus M. Dawes of the exposition. Being a social as well as industrial factor in world progress, insurance it was agreed holds a commanding place, and a portrayal in some graphic form of the progress of insurance is to be desired.

Plans were discussed to put concretely before the representative organizations of all branches of insurance a comprehensive picture of the plan of exhibit with an explanation of the underlying influences which make it important that insurance be represented.

The Illinois Federation committee composed of Harold M. O'Brien, president, Chicago Fire & Marine; Charles H. Burras, Joyce & Co.; Frank M. Chandler, Employers Liability; Isaac Miller Hamilton, Federal Life; R. W. Stevens, Illinois Life, and E. M. Ackerman, federation secretary, will meet within a few weeks to develop a definite program to present to the business.

* * *

COMMENT FROM THE BROKERS

Frank P. Lavin, president of the Illinois Insurance Brokers Association, in writing to Insurance Commissioner Livingston, chairman of the special committee of the National Convention of Insurance Commissioners to investigate commissions, transmitting a brief of the association, says in part:

"The insurance brokers of all large metropolitan areas like New York, Chicago, Boston, Philadelphia, San Francisco, etc., are suffering from the present industrial depression and are making their living the best they can. If these men were on a salary basis I am sure that there would be greater demoralization than now exists. It is generally admitted that to eliminate producers who now work on a purely commission basis would necessitate the employment of men on a salary basis."

"The insurance broker working on a commission like any other wage earner must have returns large enough when times are good to enable him to weather the storm of depression. You must consider his situation from the standpoint of what is good for the entire nation, for surely you gentlemen cannot subscribe to any reduced scale of commission which, in times like the present, might tend to throw upon the country another large number of unemployed."

"We urge that as representatives of the people in your desire to reduce the cost of insurance that you do not lose sight of the facts above set forth. The

average commission on all business received by the producer or broker is approximately 15 percent. To reduce this by 5 percent on the premium charged would cut down his income one-third and result in a saving to the consumer of only one-twentieth. So you see, from an economical standpoint you cannot confine your discussion entirely to the problem of the public but must look to the effect of a general reduction in income to a given class that now by reason of their being employed on the commission basis takes them out of the vast army working on salary who might be stricken off the payrolls at any future time following a depression such as now is widespread over the entire United States."

INSURANCE STOCK COMMENT

Commenting on the insurance stock market situation, H. W. Cornelius of H. W. Cornelius & Co. of Chicago, says: "Prices firmed up considerably the past week, substantial advances being scored in a number of issues. While the volume was comparatively small, this is not unusual at this time of the year. A decided improvement in sentiment was noticeable; low interest rates, reduction in brokers' loans, inventories growing smaller as production has been cut below consuming needs, and, even more important, psychology are some of the factors pointing to improvement."

A comparison of the bid prices of a few representatives issues follows:

	July 8	July 15	Change
Aetna Fire.....	56	60	+ 4
Great American.....	30	30 1/2	+ 1/2
Hanover Fire.....	40 1/2	42	+ 1 1/2
Hartford Fire.....	67	72	+ 5
Home, N. Y.	40	41 1/2	+ 1 1/2
National Liberty.....	12	12 (ex-div.)	-
Prov.-Wash.	59	63	+ 4
Travelers.....	1,210	1,350	+ 140

* * *

JOINT COMMITTEE TO MEET

Earl E. Fisk, chairman of the mid-west conference committee of the National Association of Insurance Agents, has called a meeting of his committee to meet with the committee of the Western Underwriters Association in Chicago, July 24. The first meeting was in Chicago in February. The meeting in Chicago will precede the meeting of the National association executive committee to be held at the Edgewater Beach hotel, July 25-26. The sub-committee of the conference committee appointed to deal with the Western Underwriters Association consisted of G. W. Carter of Detroit, chairman; F. T. Priest, Wichita; Tom S. Ridge, Kansas City; R. W. Troxell, Springfield, Ill.; P. W. Flicker, Cleveland, and Mr. Fisk.

The agency committee will meet in the morning in the rooms of the Chicago Board and the joint meeting with the governing committee of the West-

ern Underwriters Association will be held in the afternoon at the same place. A number of proposals were made at the February meeting. These have been carefully considered by the governing committee of the Western Underwriters Association and it requested the joint conference in order that they might again be considered. President Clyde B. Smith, Percy H. Goodwin, chairman of the national executive committee, and Walter H. Bennett, secretary of the National association, will meet with the agency conference committee. The agency committee is composed of the following:

Earl E. Fisk, Green Bay, Wis., chairman; Frank T. Priest, Wichita, Kan., secretary; Robert W. Troxell, Springfield, Ill., treasurer; George W. Carter, Detroit; T. S. Ridge, Kansas City, Mo.; Perry W. Flicker, Cleveland; P. H. Ware, Minneapolis; Roscoe C. Alexander, Omaha; A. L. Jenkins, Richmond, Ind.; James E. Manion, Henderson, Ky.; John M. Dean, Memphis; L. E. Bright, St. Louis; F. Wiley Ball, Oklahoma City; J. D. Dux, Sioux Falls, S. Dak.; John Hynes, Davenport, Iowa; and A. W. Fox, Oshkosh, Wis.

PREPARING FOR THE MOVE

United States Manager Harold Warner of the Royal in New York spent the latter part of the week in Chicago making arrangements for the removal of the western department to 150 William street, New York, the latter part of the month. The big moving will start the last day of July and the New York office will be open for business Aug. 4. Mr. Warner will have in immediate charge of the western department Assistant Managers E. W. Hotchkiss and H. F. Gregg, with O. H. Hill as agency superintendent.

REDMOND AND LEE JOIN

R. M. Redmond and Walter F. Lee, Chicago insurance brokers, opened their own offices July 15 in Room 2016 Insurance Exchange. Mr. Redmond has been in the insurance business in Chicago for 17 years, having started in the actuarial end. For the past 10 years he has been an independent broker. Mr. Lee started in insurance 14 years ago. He was connected with a local agency until 1929, when he became an independent broker.

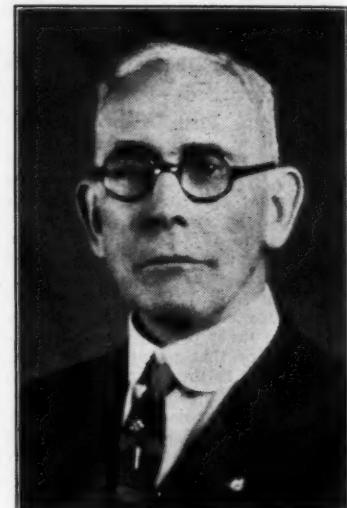
INSURANCE CLUB FIELD DAY

The Insurance Club of Chicago plans another field day, to be held July 24 at the Oak Hills country club on the south side, E. S. Rappaport, chairman of the entertainment committee, announces.

Committee Chairmen Named

The directors of the National Fire Protection Association have created a forest committee, appointing Fred Morell of the United States Forest Service as chairman. The directors also authorized the creation of a committee on fumigation hazards. Wallace Wales of

Serves 50 Years



SELNER E. BRAMAN

On June 30 Selner E. Braman celebrated his 50th anniversary as agent of the Phoenix Assurance in Palmyra, N.Y. Mr. Braman was born at Palmyra in 1855 and in 1874 entered the employ of William H. Osborn, local agent, as office clerk at \$2.50 a week. In 1879 he became the junior partner of Williamson & Braman and late in 1880 John Marr, special agent of the Phoenix Assurance appointed the firm agents. Three years later Mr. Braman took over the business and established the present agency.

For more than 36 years Mrs. Elizabeth Boles has been Mr. Braman's office manager. In 1927 Mr. Braman purchased the building at 95 Main street as a permanent home for his office. Early this year Mr. Braman's son, S. Earl Braman entered the business. The anniversary will be suitably remembered by the Phoenix Assurance and home office officials and Arthur J. Hughes, special agent, will be present.

the Boston Board becomes chairman of the building construction committee; John Irwin Bright, architect at Ardmore, Pa., chairman safety to life; A. L. Brown, Associated Factory Mutual Fire, chairman hydrant valve and pipe fittings.

James M. Young Stricken

RICHMOND, VA., July 16.—James M. Young, 58, special agent in Virginia, North Carolina and West Virginia for the Georgia Home for the past 30 years, formerly of Louisville, suffered a stroke Monday at Staunton and is reported in a critical condition.

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It Guarantees
Your financial credit—your property—your savings.

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\$16,802,949 POLICYHOLDERS' SURPLUS

\$23,703,714 ASSETS

The HANOVER FIRE INSURANCE COMPANY of New York Charles W. Higley, Pres.

INSURANCE STOCK QUOTATIONS

By H. W. Cornelius & Co., 105 South La Salle St., Chicago, as of July 14.

Stock	Par	Bid	Asked	Share	Div.	Stock	Par	Bid	Asked	Share	Div.
					per						per
Aetna Cas. & S.	10	126	132	1.60		Knickerbocker	5	27	30	1.50	
Aetna Fire	10	58	61	2.00		Lincoln, N. Y.	10	30	35	2.40	
Aetna Life	10	80	83	1.20		Mass. Bonding	25	110	120	4.00	
Agricultural	25	112	122	4.00		Merchants, Com.	10	80	85	..	
Allemannia	50	175	..	12.50		Merchants, Pfd.	100	112	..	7.00	
American Alliance	10	28	32	1.60		Merch. & Mfrs.	5	18	21	1.00	
Amer. Equitable	5	18	21	1.20		Metropolitan, Ill.	10	9	11	1.00	
American	5	19	20	1.00		National Cas.	10	20	22	1.20	
Amer. Reserve	10	52	57	4.00		National, Conn.	10	69	71	2.00	
Amer. Surety	25	112	116	6.00		National Liberty	5	12	13	.50	
Automobile	10	35	37	1.20		National Union	100	230	250	12.00	
Balto. American	5	17 1/2	19 1/2	.80		National Surety	50	72	74	5.00	
Bankers & Ship.	25	105	120	6.00		New Brunswick	10	24	28	1.50	
Boston	100	620	660	16.00		New Century Cas.	50	75	..	6.00	
Brooklyn	5	19	21	1.20		New England	10	35	..	1.00	
Carolina	10	25	27	1.50		New Hampshire	10	52	56	1.60	
Central West Cas.	50	46	52	2.00		New Jersey	20	40	50	2.50	
Chgo. F. & M.	10	13	15	..		New York Fire	5	18	21	1.20	
City of N. Y.	100	500	520	16.00		Northern, N. Y.	25	95	105	4.00	
Constitu. Indem.	10	9	12	.50		North River	10	50	53	2.00	
Continental Cas.	10	35 1/2	37	1.60		N. W. National	25	100	110	*5.00	
Continental	10	56	58	2.40		Occidental	10	22 1/2	24	..	
Detroit Fid. & S.	50	26	32	4.00		Peoples National	5	12	14	.50	
Detroit Natl.	25	25	30	1.25		Philadel. Natl.	10	17	21	1.20	
Federal, N. J.	10	63	68	2.00		Phoenix, Conn.	10	78	80	2.00	
Fidelity & Dep.	50	163	170	9.00		Preferred Acci.	20	57	62	3.00	
Fidelity-Phenix	10	63	65	2.60		Presidential	25	29	33	..	
Fire Association	10	35	37	2.50		Prov. Wash.	10	64	66	2.20	
Firemen's Fund.	25	92	97	5.00		Reliance	10	14	16	1.20	
Firemen's	10	34	36	2.20		Republic	10	21	25	2.00	
Franklin	5	29	33	..		Rhode Island	10	28	32	1.20	
Ga. Casualty	5	..	15	..		Rochester-Amer.	10	45	50	1.00	
Glens Falls	10	51	53	1.60		Rossia	10	32	34	2.20	
Globe & Rutgers	100	915	945	24.00		Security, Conn.	10	31	34	1.40	
Great Am. Indem.	10	28	33	..		Springfield	25	138	142	4.50	
Great American	10	31	33	1.60		S. Paul F. & M.	25	190	200	*5.00	
Great Lakes	10	11	14	1.00		Stuyvesant	25	40	50	2.00	
Halifax	10	23	25	1.00		Sun Life	100	2150	2250	25.00	
Hanover	10	41	43	1.60		Sylvania	10	18	21	1.50	
Harmonia	10	25	29	1.50		Transportation	10	10	14	..	
Hartford Fire	10	70	72	2.00		Travelers	100	1300	1330	24.00	
Htd. St. Boiler	10	61	65	1.60		U. S. Casualty	25	63	70	4.00	
Home, N. Y.	10	41 1/2	43 1/2	2.00		Victory	10	14	16	1.20	
Home Fire Sec.	10	19	21	..		Westchester	10	50	52	2.50	
Homestead	10	20	22	1.00							
Import. & Export	25	48	53	4.00							
Independ. Indem.	5	9	11	..							
Independ. Fire	5	7	9	..							
Ins. Co. of N. A.	10	68	70	2.00							

*Extra dividend paid.
†Indicated on new stock.
‡New.

CHANGES IN THE FIELD

Lucas to Western Office

Wisconsin Field Man of Hartford Becomes Assistant in Special Hazard Department

J. F. Lucas of Appleton, Wis., special agent of the Hartford Fire in north-eastern Wisconsin, is called to the western office in Chicago as assistant superintendent of the special hazard department, working under J. F. Leavitt. He is a graduate of the fire protection engineering course of Armour Institute in Chicago. He entered the service department of the Hartford as engineer. He was assigned to Kentucky, then had some experience in the western department special hazard end and later was shifted to Wisconsin in his present position.

Willard Oake, special agent of the Hartford Fire in St. Louis for St. Louis and St. Louis county, will go to Appleton, Wis., to succeed Mr. Lucas in his territory.

Earl Whitcombe, an engineer in the service department of the Hartford Fire, is transferred to St. Louis to succeed Mr. Oake.

R. V. S. Richmond and F. B. Decker

Under a rearrangement of the New York field for the Home of New York group former Special Agent R. V. S. Richmond has been promoted to state agency and assigned to the western New York field, with supervision over the counties of Chautauqua, Erie, Genesee,

Niagara and Orleans. State Agent F. B. Decker has jurisdiction over the west central counties of Allegheny, Cattaraugus, Cayuga, Livingston, Monroe, Ontario, Schuyler, Seneca, Steuben, Wayne, Wyoming and Yates.

Death of W. L. Nelson

W. L. (Pete) Nelson, for many years an outstanding general agent of the south, died at his home in Memphis July 14. The agency firm of which he was long head was dissolved some months ago.

Position Wanted
by capable man with 20 years experience. Would like connection with general or local agency or Cook county special agent. Address R-2, The National Underwriter.

A well established
agency is willing to consider the admission of two high grade brokers as partners. An unusual opportunity exists for an excellent future. All replies treated as strictly confidential. Address R-5, The National Underwriter.

WANTED

Chicago and vicinity or state general agency for non conference stock company writing all lines of automobile insurance. Control approximately two hundred thousand dollars premiums. Preferred business, excellent experience. Will consider general lines also. Address R-4, The National Underwriter.

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Formerly THE WESTERN UNDERWRITER

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LEVERING CARTWRIGHT, Ass't Managing Editor
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CHARLES D. SPENCER, Associate Editor
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Putting Yourself in the Other's Place

CLYDE B. SMITH, president of the NATIONAL ASSOCIATION OF INSURANCE AGENTS, in his address before the New England agents essayed a rather difficult role in that he attempted to place himself in the position of a company executive and tried to look at the business from the standpoint of the official but with his own local agency background and experience. If it were possible for a man in quiet contemplation to take an hour or so once in a while and try to get the other man's viewpoint there would be much less friction and prejudice. We are all too cock sure of our own opinions. We form our conclusions largely from what we see within our own limited horizon. We do not try to get sympathetically the angle from which the other fellow looks at the landscape.

Much of the friction and misunderstanding in insurance could be eliminated if we took a broader and more tolerant attitude and endeavored to understand more intelligently the situa-

tion of the man on the other side of the fence. Historians cannot successfully interpret events of the past unless they place themselves in the very position of people living in the times of which they write. They must actually study the color and background, their thoughts and habits, their inheritances and influences about them.

If local agents would pause in their progress long enough to imagine themselves company officials, and if the latter at times could throw aside their regimentals and become privates in the ranks out on the firing line, soliciting business and coming in contact with the public there would be much less strife between the two forces. We would have a more harmonious business.

If President SMITH accomplished nothing else he probably stimulated the imagination of a number of agents to put themselves behind the mahogany at a head office and then wonder just what they would do.

Farm Agents as Salesmen

THE farm agent has taught the recording agent much in the line of salesmanship. Farm insurance had to be sold when the elements of salesmanship and the personal qualities of salesmen had to be studied. Farmers were not rushing to insurance offices to buy insurance. They were dubious about it in the early days. They did not want to be tricked. Farmers were regarded as gullible and they were imposed on by many high-powered salesmen. The intelligent ones became very suspicious of anyone who called around and tried to sell them something unless they had confidence in the man who was talking to them and he was a resident of their locality for a number of years.

The farm agents knew that the farmers needed insurance protection. They had to sell them farm insurance and in

addition they had to explain the distribution of liability over the various properties that the farmer owned. It was essential also to point out the necessity of having tornado insurance. This was done in a systematic way. There were no high-powered salesmen making these arguments but they were agents who understood their business, who knew the needs of the farmer, who could talk in their language. To their credit the farm agents have built up a magnificent business. Now most of the farm agents are selling hail insurance in connection with tornado insurance and are getting the farmers to see the desirability of that coverage. We must not overlook the fact that the farm agent was a pioneer insurance salesman and is entitled to much credit for what he has done.

The farm agents knew that the farmers needed insurance protection. They had to sell them farm insurance and in

PERSONAL SIDE OF BUSINESS

W. B. Howard, 74, former state auditor and head of the insurance department of Nebraska for four years, died July 11 at Columbus, O., where he was visiting a brother. For the last 20 years he has conducted a general insurance agency in Omaha, but ill health has limited his activities for the last four years, most of the time being spent in California. Mr. Howard years ago organized the Nebraska Live Stock, which later became the Nebraska Indemnity.

C. R. McCOTTER of Omaha, assistant secretary and western manager of the Grain Dealers National Mutual, recently completed his 25th year of service with the company. He went to Omaha in 1914 after the consolidation of the branches at Sioux Falls, S. D., and Kansas City, and the establishment of the Omaha office. The western department supervises from Omaha the states of Oklahoma, Kansas, Missouri, Minnesota, North and South Dakota.

Under the will of the late Percy Chubb, co-founder with his father of the marine firm of Chubb & Son of New York City, and its dominant figure for years prior to 1926, his brother, Hendon Chubb, president of the Federal of New Jersey, will receive \$900,000, together with shooting lodges in Scotland and Georgia and a fishing camp in Canada which Percy Chubb owned at the time of his death June 14.

Murat Boyle, member of the firm of Hogsett & Boyle, well known Kansas City insurance attorneys, was killed when a private plane in which he and four other prominent men of Kansas City were returning from a fishing trip crashed at Aransas Pass, Tex., in an electrical storm. Mr. Boyle was president of the Missouri Bar Association. He had been active, among other things, in uncovering arson rings in Kansas City.

W. M. Higley, formerly Minnesota state agent of the Hanover, who now lives at Babson Park, Fla., is the guest of his brother, C. W. Higley, president of the Hanover, at the latter's summer home at Gloucester, Mass.

Frank G. Snyder, head of the Snyder Brothers general agency, Louisville, has returned to his home from a local hospital, where he underwent an operation for removal of cataract from his left eye. It will be several days yet before he can wear glasses or return to the office. His doctors have pronounced the operation a success. He will probably have the other eye operated upon in a few months.

One of the most elaborate weddings in Sault Ste. Marie, Mich., took place July 7 when Miss Virginia Olds, daughter of John P. Olds, well known local agent, and Mrs. Olds, was married to Lieut. Webster Anderson of Fort Brady in St. James Episcopal church. One of the features of the wedding was its military character. Lieutenant Anderson was in dress uniform. As the new bridal couple left the altar they marched under an arch of sabers in the hands of army officers.

George S. Penfield, for many years manager of the railway and ticket department of the Travelers, died in Hartford July 13. He was in his 73d year and had been in poor health for the last few years. Death was due to heart disease, of which Mr. Penfield had suffered a number of attacks.

His career in the insurance business was begun immediately after completing grammar school as an office boy with the Railway Passengers Assurance Company, Oct. 22, 1872. This company had been organized by the founder of the Travelers, James G. Batterson, in 1866

to solve the problem of ruinous competition which had grown up in the railway accident ticket business between the Travelers, the first company to write accident insurance in America, and numerous imitators.

In 1878, after the failure of the other companies which held stock along with the Travelers in this enterprise, the Travelers bought out their respective shares and transformed the Railway Passengers Assurance Company into the ticket department of the Travelers. Mr. Penfield then became chief clerk of the department under A. L. Hunt. Later he became cashier and then manager.

Clinton F. Ayers of Saranac Lake, N. Y., one of the best known agents in the northern section of the state and a specialist in placing insurance on properties throughout the Adirondack region, died suddenly July 14.

Col. A. J. Haltiwanger of Jackson, Miss., state agent of the Pacific Fire, has been appointed as a member of the Mississippi building commission. He also is a colonel on Governor Bilbo's staff.

John E. Mathews of Chicago, special agent of the Western Factory, and his wife will sail from Quebec on the "Australia" July 23 for a trip abroad. They will tour through France, Switzerland, Austria, Germany and Belgium and will see the Passion Play at Oberammergau. They hope to meet Mr. Mathews' parents, Mr. and Mrs. T. Erskine Mathews, who now reside at Santa Monica, Cal., but who have been on the other side of the water since March. Mr. and Mrs. T. E. Mathews both are natives of England and are making their headquarters in Lancashire. However, they are now touring through Europe. The elder Mathews for many years was superintendent of agencies of the western department of the Commercial Union until it moved its office to New York.

David J. Main of Standart & Main, general agents of Denver, is vacationing in La Jolla, Cal. Before leaving Mr. Main conferred with John Rygel, assistant western manager Hanover, who visited Denver during a western motor trip.

Paul Rubincam of Braerton, Brown, Thompson & Simonton, Denver general agents, is visiting his former home in Iowa. He is accompanied by Mrs. Rubincam.

R. Given Hagny, vice-president of the Wheeler - Kelly - Hagny Company of Wichita, died last week from a stroke suffered three weeks previous. Since a similar stroke 13 months ago Mr. Hagny had not been able to fully resume his duties in the insurance department, although he had been able to spend part of the day at his desk the past few months.

Previous to his connection with the Wheeler-Kelly-Hagny Company, Mr. Hagny had spent a number of years in the advertising department of the Wichita "Beacon" of which his brother, Harry J., was publisher. After Harry J. Hagny became associated with Howard V. Wheeler and J. C. Kelly in their local agency, R. Given joined the organization.

C. F. Codere, vice-president of the St. Paul Fire & Marine, accompanied by Mrs. Codere, Gale Perry of the home office staff and Miss Alice Perry, is making a month's tour of Europe.

Roy Willmarth Kelly has been appointed assistant to President H. K. Dent of the General of Seattle. He was formerly with the Southern Pacific Rail-

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FIRE INSURANCE NEWS BY STATES

OHIO AND WEST VIRGINIA

Inspects Outside Properties

West Virginia Fire Marshal Will Have Unprotected Risks of Moment Looked Over

In an effort to reduce fire hazards, a general inspection of all buildings in the smaller communities of West Virginia will be started at once by assistant state fire marshals, according to an announcement of State Fire Marshal Stahlman.

Particular attention will be paid during the survey to buildings located outside of fire protection areas and to communities with slight fire protective facilities, Mr. Stahlman said. He stated that about five or six months will be required for the completion of the field work.

Following the inspections, recommendations for the elimination of fire hazards will be made to the property owners.

Fire Prevention Conference

Sponsored by the fire prevention bureau of the Dayton safety council an all-day fire prevention conference will be held in Dayton, O., July 21. Municipal and fire department officials and others interested in the proposition in 25 villages, towns and cities immediately surrounding Dayton have been invited. The purpose is to stimulate greater interest in fire prevention work in these communities, as well as aiding Dayton. This is the first conference of the kind to be held in Ohio, and every effort is being put forth to make it a big success.

Boost Fire Waste Contest

A. E. Bulau of Columbus, Ohio district chairman for the National Fire Waste Council, is this week sending to eligible Ohio chambers of commerce a letter about the achievements of the Lakewood Chamber of Commerce in connection with the inter-chamber fire waste movement. In his letter Mr. Bulau points out the good that may be accomplished through membership in the inter-chamber fire waste council and the favorable advertising it gives a city.

Report Made on Portsmouth

National Board Engineers Give Information Concerning the Fire Fighting Facilities of the City

The National Board engineers in reporting on Portsmouth, O., find the fire loss for the last five years amounted to \$912,088. The average loss per fire was \$1,018, a high figure, and the average loss per capita was \$4.55. The engineers say that the water supply comes from an adequate source and is mainly reliable. Quantities available for fire protection in the principal mercantile districts are somewhat inadequate. Strengthening of the distribution system is contemplated. The fire department is seriously deficient in companies, apparatus and men. The fire alarm system was found inadequate and unreliable.

The principal mercantile district is practically in two separate sections. Buildings are mainly of moderate height in area but are structurally weak from a fire resistive standpoint. The public fire fighting facilities are weak, there is little private fire protection, the streets are of only moderate width so that serious sweeping fires are probable especially in the western part but should not extend from one section to the other. Manufacturing plants are not congested and many are sprinklered. Fires occurring should be local. In the more compactly built frame residential sections group fires are probable.

Ohio Notes

Alfred L. Davis, formerly president of Davis & Boggs, Cleveland, until the agency went out of business a year ago, died last week.

State Agent R. T. Huggard of the Great American in Ohio spent the first two days of the week at the western department in Chicago.

Cleveland offices of the Royal and Royal Indemnity, now in the Plain Dealer building, will be moved into joint quarters in the Williamson building about Aug. 1.

CENTRAL WESTERN STATES

Plans for Michigan Muster

State Association of Local Agents Arranges for Splendid Program at Port Huron

Arrangements are now being completed for the annual meeting of the Michigan Association of Insurance Agents at Port Huron, Sept. 3-4. The general theme carried through the business sessions will be on the line of business building. C. E. Rickard, advertising manager of the Standard Accident, will handle advertising. Claris Adams, executive vice-president of the American Life of Detroit, will show how life insurance can be practically used as an income producer in a general insurance office. Allen O. Robinson of the Yorkshire will outline coverage for the residence. Louis A. Weil, editor of the Port Huron "Herald" and Arthur W. State, director of the Michigan commission of public utility information will speak. John Treanor of the Michigan insurance department will tell how to analyze the company's financial statement. James R. Hale of the

American Appraisal Company will show how appraisals can be joined in with insurance work. The meeting will be held at the Gratiot Inn.

Suspicious Fires Are Noted

Indiana State Fire Marshal Says Incendiary Losses Are Coming to the Front

Help of fire chiefs was solicited by Indiana State Fire Marshal Hogston in checking incendiarism in the state. He made his appeal before the Indiana Association of Fire Chiefs. Mr. Hogston said that during the last eight months there have been as many suspicious fires in Indiana as in the two years preceding.

In addition he reported that there has been a predominance of fire loss in cities and towns under 5,000 over the larger communities. Only 6 percent of the total fire losses in Indiana last year occurred in cities of over 5,000 population and the remainder were in the rural districts. Fire chiefs can aid in reducing rural losses by engaging in in-

spection work and by requesting inspections by state departments.

Mr. Hogston said that arson squads will be organized throughout the state in an attempt to stamp out the crime. The arson squads are necessary to cover the growing number of suspicious fires. It has been impossible, Mr. Hogston said, to assign an investigator to each suspected fire as soon as it has been desirable.

Reports on Michigan Cities

National Fire Protection Association Flays Shingle Roofs as Causes of Many Lansing Losses

Engineers for the National Fire Protection Association report wooden shingle roofs are responsible for the largest number of fires at Lansing, Mich. The clause prohibiting such roofs in the new building code was eliminated by the city council last spring as a result of the influence exerted by lumbermen.

The engineers report a favorable situation at Battle Creek, Mich. Fire losses have been low.

A fire prevention committee of the chamber of commerce has been established at Pontiac. The fire protection facilities of the city have been outgrown. Additional fire stations and equipment are needed. There is a severe conflagration hazard in the western and northern residential sections.

At Bay City the engineers conferred with the city officials stressing particularly the need for fire protection ordinances, salvage equipment and the safe housing for the fire alarm system.

At Saginaw a new fire alarm headquarters and a new building code are contemplated.

At Ann Arbor the fire department was found undermanned and under-equipped. There is no fire alarm system. Building construction throughout the business district is weak and many hazardous conditions are in evidence suggesting a probable start and rapid spread of serious fires.

Illinois Agents Meeting

The annual meeting of the Illinois Association of Insurance Agents has been set for Nov. 6 at Danville, Ill.

Rodney Brandon, director of public welfare in Illinois, executive secretary of the Loyal Order of Moose and vice-president of the Valley Service Insurance Agency of Aurora, Ill., will be the chief speaker at the banquet.

Illinois Process of Service

Under the statutory provision that requires the appointment of the Illinois director of trade and commerce as attorney upon whom process of law may be served against foreign insurance companies, there is no responsibility upon the director for any irregularity in the issuance of service of summons, Attorney General Carlstrom has ruled. It is simply the duty of the director to notify the defendant being served through him of the summons or process, Mr. Carlstrom held.

Call Carelessness Chief Factor

INDIANAPOLIS, July 16.—Carelessness is the predominant factor in fires, and at least three-fourths of them could be prevented or quickly checked by proper care or instant calling of the fire department, it was asserted at the annual convention here of the Indiana Association of Fire Chiefs.

Speakers included John J. O'Brien, drill instructor of the Indianapolis fire department; H. E. Voshell, Indianapolis fire chief; R. A. Knoblock of South Bend, president; Clarence Goldsmith,

assistant chief engineer of the National Board, Chicago; Alfred Hogston, Indiana state fire marshal; John Gamber, former Illinois marshal; I. G. Hoagland, secretary of the National Automatic Sprinkler Association, and Frank C. Jordan of the Indianapolis Water Company.

Opens Adjusting Office

H. G. Dougherty, formerly with the claim department of the National Union, has opened an independent adjusting office in the Lempke building at Indianapolis. He has had 15 years' experience in claim work in Chicago and Indianapolis territory. Mr. Dougherty is a fairly experienced adjuster in all lines.

Against "Help Yourself" Stations

INDIANAPOLIS, July 16—Fire Marshal Hogston has disapproved the "help yourself" gasoline filling stations by ruling that no one except the owner or operator of a filling station can dispense gasoline. Furthermore, the motor of the truck, automobile or other motor vehicle should not be running while the tank is being filled and persons should not smoke within 10 feet of any pump at any gasoline filling station.

Detroit Agent Dies

DETROIT, July 16.—C. F. Heyerman, who had conducted an agency in Detroit for more than 30 years, died at his home Sunday after a long illness. Mr. Heyerman joined Robert Hosie in 1899 in establishing an agency here, when he was 25 years of age. His partner died in 1901 and Mr. Heyerman has continued the business since.

Troxell at Golf Tournament

R. W. Troxell of Springfield, president of the Illinois Association of Insurance Agents, was an onlooker at the Interlachen Club championship golf tournament at Minneapolis last week when Bobbie Jones made his great record.

Illinois Notes

The Lincoln Mutual County Fire of Mt. Morris, Ill., has been licensed by its home department.

Paul Clausen, city alderman, will open an insurance agency in the Bondi building, Galesburg, Ill.

Royal M. Kingsman, local agent at Canton, Ill., is on an automobile trip through New England.

Donald Binkert, local agent at Quincy, Ill., will spend two weeks in the officers' training service at Camp Grant.

Al. R. Newell, well known local agent at Peoria, Ill., is completing a very handsome home situated on the bluffs overlooking the Illinois river.

Abe L. Machatton of Palestine, Ill., has been awarded a 25-years service medal by the Home of New York, which company he has continuously represented since 1905. The presentation was made by Special Agent James T. Coen.

Central States Notes

A meeting has been called by the Indiana State Fire Prevention Association for July 18 in Indianapolis to consider the advertising campaign of the National Board.

A new partner in the Spaulding Insurance Agency at Jackson, Mich., is H. A. Reece, former cashier of the Union & People's National Bank, who has just resigned his banking post.

State Hail Fund Swamped

North Dakota's hail insurance department is swamped with claims as the result of crop damage suffered in terrific storms in various sections of the state. The losses for exceed those for the same period of last year. The storm centered near McKenzie in Burleigh county, causing considerable damage in scattered areas elsewhere.

LOYALTY GROUP

JANUARY 1, 1930 STATEMENTS

NEAL BASSETT, President
A. H. HASSINGER, Vice-President

WELLS T. BASSETT, Vice-President

JOHN KAY, Vice-President and Treasurer
ARCHIBALD KEMP, 2d Vice-President

FIREMEN'S INSURANCE COMPANY

OF NEWARK, NEW JERSEY

ASSETS	LIABILITIES	CAPITAL	NET SURPLUS	SURPLUS POLICYHOLDERS
\$60,811,870	\$14,495,225	\$18,777,000	\$27,539,645	\$46,316,645

HENRY M. GRATZ, President
A. H. HASSINGER, Vice-President

NEAL BASSETT, Chairman of Board

JOHN KAY, Vice-President
ARCHIBALD KEMP, 2d Vice-Pres't

THE GIRARD F. & M. INSURANCE CO.

\$ 6,252,740	\$ 3,401,657	\$ 1,000,000	\$ 1,851,083	\$ 2,851,083
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NEAL BASSETT, President
A. H. HASSINGER, Vice-President

WELLS T. BASSETT, Vice-President

JOHN KAY, Vice-President
ARCHIBALD KEMP, 2d Vice-Pres't

MECHANICS INSURANCE CO.

\$ 5,078,813	\$ 3,335,593	\$ 600,000	\$ 1,143,219	\$ 1,743,219
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NEAL BASSETT, President
A. H. HASSINGER, Vice-President

WELLS T. BASSETT, Vice-President

JOHN KAY, Vice-President
ARCHIBALD KEMP, 2d Vice-Pres't

NATIONAL - BEN FRANKLIN FIRE INS. CO.

\$ 5,233,116	\$ 3,070,630	\$ 1,000,000	\$ 1,162,486	\$ 2,162,486
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NEAL BASSETT, President
A. H. HASSINGER, Vice-President

WELLS T. BASSETT, Vice-President

JOHN KAY, Vice-President
ARCHIBALD KEMP, 2d Vice-Pres't

SUPERIOR FIRE INSURANCE CO.

\$ 5,073,876	\$ 3,061,200	\$ 1,000,000	\$ 1,012,676	\$ 2,012,676
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W. E. WOLLAEGER, President
A. H. HASSINGER, Vice-President

NEAL BASSETT, Chairman of Board

JOHN KAY, Vice-President
ARCHIBALD KEMP, 2d Vice-Pres't

CONCORDIA FIRE INSURANCE CO.

\$ 5,564,987	\$ 3,078,063	\$ 1,000,000	\$ 1,486,923	\$ 2,486,923
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CHARLES L. JACKMAN, President
JOHN KAY, Vice-President

A. H. HASSINGER, Vice-President

NEAL BASSETT, Vice-President
ARCHIBALD KEMP, 2d Vice-Pres't

CAPITAL FIRE INSURANCE CO.

\$ 652,382	\$ 13,200	\$ 300,000	\$ 339,182	\$ 639,182
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CHAS. H. YUNKER, President
A. H. HASSINGER, Vice-President

NEAL BASSETT, Chairman of Board

JOHN KAY, Vice-President
ARCHIBALD KEMP, 2d Vice-Pres't

MILWAUKEE MECHANICS' INSURANCE CO.

\$13,045,126	\$ 7,886,590	\$ 2,000,000	\$ 3,158,536	\$ 5,158,536
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J. SCOFIELD ROWE, President
J. C. HEYER, Vice-President

EARL R. HUNT, Vice-President

WM. P. STANTON, Vice-President

JOHN KAY, Vice-President

A. H. HASSINGER, Vice-President

S. K. MCCLURE, Vice-President

WELLS T. BASSETT, Vice-President

W. WM. BURTON, Vice-President

JOHN KAY, Vice-President

WELLS T. BASSETT, Vice-President

JOHN KAY, Vice-President

REPUBLIC AUTOMOBILE INSURANCE CO.

HOME OFFICE DETROIT, MICHIGAN

This is the month many companies get excited about Automobile insurance. We're excited about it the year 'round. That's one of the advantages of representing a specialized automobile writing company like the Republic Automobile.

The Republic Special

An "Exclusive Automobile Writing Company"

Chicago Office
A 1915 Insurance Exchange Bldg.

TERRITORY
OPEN in

Ohio
Illinois
Indiana
Michigan



CHURCH AND SCHOOL PROTECTION

Just the
facts to
interest
those
responsible
for Church
and School
property
sent on
receipt of
your request

On a
single
sheet of
paper

EQUITABLE FIRE & MARINE
INSURANCE CO., HARTFORD, CONN.

STATES OF THE NORTHWEST

Wisconsin Membership Drive

President Fox and Secretary Grundle
Will Carry Campaign to All
Sections of State

MILWAUKEE, July 16.—Opening of the membership campaign of the Wisconsin Association of Insurance Agents has met with good results. President Alvin W. Fox and Secretary Joseph G. Grundle will visit cities throughout the state to further the work of the organization throughout July.

Mr. Fox personally signed up eight new members at the opening of the campaign, and has continued his record on this same plane since that time. This week Mr. Grundle is visiting Burlington, Jefferson, Fort Atkinson, Janesville and cities and communities in that district to enlist the interest of prospective members.

The annual membership campaign this year assumes greater importance with the work of the association in protecting local agents through the state against the encroachment of the state

fire insurance fund, preliminary to the annual meeting of the association in October.

Ask Survey of Milwaukee

MILWAUKEE, July 16.—Clarence Goldsmith of Chicago, assistant chief engineer for the National Board, will be asked to make a survey of Milwaukee's fire prevention and fire fighting needs. It was decided following a conference between Joseph P. Schwada, city engineer; Clarence Greutzmacher, assistant in charge of water engineering problems for the city, and Frank R. Daniels, chief engineer of the Wisconsin Inspection Bureau.

Wisconsin Notes

The Wisconsin Inspection Bureau has recently issued new rate books for Abbotsford, Bloomer, Chelesa, Curtis, Dorchester, Germantown, Sand Creek, Withee and Wheeler.

The Milwaukee Board has elected to membership Walter M. Duerlinger, associated with the E. A. Plepenbrink Company, which succeeds the insurance firm of Plepenbrink & Roehr, and Willard White, who succeeds his father, William J. White of Courtenay & White. William J. White resigned his membership in the board to go to California.

IN THE MISSOURI VALLEY

Mitchner Company Organized

Takes Over Investment and Agency
Business of Trust Company Branch
at Hutchinson, Kan.

Charter has been granted the Mitchner Investment Company of Hutchinson, Kan., which will take over the business of the Hutchinson office of the Wheeler, Kelly, Hagny Company, representative of many insurance companies. Bert E. Mitchner has successfully built up the Hutchinson office in over six years, which is connected with the Wheeler, Kelly, Hagny Trust Company of Wichita, representing insurance companies for investment of funds in first mortgage loans on real estate and also as an agency. Mr. Mitchner has been manager and also has had a substantial interest in the business.

His company will continue to handle the same lines of business as the Wheeler, Kelly, Hagny Company, and Mr. Mitchner will remain in charge with offices in the old location at First and Walnut. Besides Mr. Mitchner, directors of the new company are H. V. Wheeler, J. C. Kelly, V. M. Wiley, C. H. Humphreys, Curtis E. Peugh and James A. Davis.

Require Insurance of All Stored Grain in Nebraska

LINCOLN, NEB., July 16.—Secretary of Agriculture McLaughlin, named in a recently enacted bill as farm storage commissioner, has issued a set of rules and regulations for the retention of grain on farms by growers, and also has ordered that all storage grain under this act shall carry insurance. The insurance provision requires that the grain be kept fully insured by the owner against loss by fire, lightning, tornado and windstorm in companies duly licensed in Nebraska. All policies must have clause making loss payable "to the assured and to the holder of the farm warehouse certificate as their respective interests may appear at the time of the loss."

The Edward P. Sharp agency, conducted at Lincoln, Neb., for many years by Mr. Sharp from his bed, where paralysis had chained him, has been discontinued and his contracts purchased by the insurance department of the First Trust Company.

Kansas Agents Standing Pat

Situation as to Impounded Commissions
Complicated by Variance in Practice of Companies

WICHITA, KAN., July 16.—The Kansas Association of Insurance Agents is still standing pat on its demand that Kansas agents receive 100 percent commission on the premiums impounded in connection with the Kansas rate controversy. While the companies which had impounded these commissions are returning only 50 percent to their agents, the situation is complicated by the fact that some companies did not collect these commissions from their agents at all during the impounding period. There are also a few companies that collected from some agents, but not from others.

Returns on Agents' Questionnaire

The Kansas association sent out a questionnaire to its members, seeking specific information as to the status of the various companies in this respect. Returns were received from about 75 percent of the agents, so that the officials of the association have a very complete line on the situation as to the practices of the various companies in each locality.

Some of the companies which did not collect these commissions in the first place are now trying to get back the 50 percent, but in most cases they are merely letting the matter ride, to await further developments.

The agents are stressing very strongly the fact that in Missouri the agents were allowed to retain the full commission and that no effort was made in that state along the same line as in Kansas. They consider this probably the strongest argument on their side of the case.

Mutuals Capture Business in St. Louis Territory

ST. LOUIS, July 16.—Local agents say that the mutuals are pounding hard for business in St. Louis county especially following the 16 2-3 percent rate advance. Even prior to that there had been a concerted drive for the best sprinklered risks in the city. Not only are the so-called factory mutuals active

but the general writing mutuals are getting their hooks in on some of the more desirable risks. Local agents have gotten up a list of business lost to the mutuals and are taking up the subject with their companies.

Boost Meade's Candidacy

TOPEKA, KAN., July 16.—Holmes Meade, president of the Meade Investment Company of Topeka, widely known as a leader in agency circles in this state and chairman of the committee which, by bringing the opposing interests together, made possible the compromise in the Kansas rate case, is facing a rather stiff fight in his campaign for re-election to the legislature. Mr. Meade served as chairman of the insurance committee of the lower house of the legislature at the last session and made a notable record as a legislator.

The fight against him is based primarily on his friendliness toward Governor Reed, whose opponents are seeking to make political capital out of the recent compromise. Insurance men here are therefore much gratified over the boost given to his candidacy by a writer in the Topeka "Journal," which has been lined up with the opposition to the governor. The article declares that Mr. Meade is entitled to re-election on his record, without regard to his "political bed-fellows."

Court Sustains Hobbs Ruling

TOPEKA, KANS., July 16.—The Kansas supreme court has sustained the ruling of the state contest board that E. O. Hobbs is not eligible to become

a candidate for the Republican nomination for insurance commissioner.

Gets Verdict Against Railroad

LINCOLN, NEB., July 16.—The Northwestern Railroad Company has been ordered by the supreme court to pay Charles Leudeke \$1,500 because a freight train blocked street crossings an unreasonable length of time at an hour when Leudeke's gasoline storage plant was burning and the fire department at Stanton was waiting on the other side of the tracks and the train to get to the scene of the blaze. The delay of from five to 17 minutes was held beyond reason and to constitute negligence.

Kansas Notes

Byron R. Ward, Kansas state agent of the Law Union & Rock, was in Chicago this week.

W. S. Smith of the engineering department of the Western Factory Association, Chicago, is spending a number of days in Kansas and Oklahoma.

Friends of Paul Yankee of the Du-Laney, Johnston, Yankee & Priest agency of Wichita will be pleased to learn that Mrs. Yankee was able to return to her home following seven weeks in a local hospital following an operation.

Harold P. Ausherman, for the past three years with the engineering department of the Alber W. Shell agency in Cincinnati, has returned to Kansas and is with the Kansas Inspection Bureau at the Kansas City office. Mr. Ausherman was with the Kansas bureau before going to Cincinnati.

Iowa Notes

Wilber L. Miller has bought a half interest in the Milton Manchester agency at Leon, Ia.

Sam Manwaring, formerly of Omaha, has purchased the agency of Ross R. Lynn at Marshalltown, Ia.

STATES OF THE SOUTHWEST

Polk Announces Appointments

Texas Association Head Names Oil and Advisory Committees, Two Regional Vice-Presidents

In accordance with the action taken at the San Antonio convention, E. M. Polk, president of the Texas Association of Insurance Agents, has announced the appointment of the following members to serve on the oil committee: John Boyce, chairman, Amarillo; Tucker Blaine, Houston; R. A. Caldwell, Corsicana; E. T. Compere, Abilene; B. B. Grever, Wichita Falls; L. B. Horton, San Angelo; T. V. Smelker, Beaumont; R. W. Thompson, Dallas; C. H. Walton, Fort Worth.

Owing to the fact that this year will be a legislative year and so many important matters affecting local agents scheduled for the year, on recommendation from the board of directors an advisory committee was also appointed, members of which are G. Mabry Seay,

chairman, Dallas; George Adams, Bryan; Tucker Blaine, Houston; D. C. Crowell, El Paso; Rolla Greig, Waco.

President Polk has appointed E. T. Compere, Abilene, as regional vice-president for District 11 and D. A. Clark, Sweetwater, for District 12. Inasmuch as no regional meetings have been held since the addition of these two new districts, these vacancies were filled by appointment.

Disturbing Situation Found

Charge Made That Some Companies Are Exceeding the Limit in Texas Commissions

DALLAS, TEX., July 16.—The delay in the final decision in the court in the cases of four Texas companies against the state board of insurance commissioners enjoining it from enforcing its flat commission ruling of May, 1929, allowing 20 percent is developing a rather serious situation in the state,

according to some of the field men. The four Texas companies under the law may continue to pay a different scale of commissions than that allowed under the ruling until the case is finally settled. Complaint is made that a few companies are endeavoring to meet competition of the four Texas companies. Most of the companies are abiding by the ruling of the board but it is disturbing when it is reported that a company not privileged under the law to pay the so-called excess commission is now indulging in that practice in order to meet the competition of the four Texas companies. It is said that unless the Texas commissioner takes action to curb any company from paying more than 20 percent flat on fire and 25 on automobile a bad situation will develop. The district court of Travis county sustained the ruling of the board some months ago. An appeal was taken and the case is now pending in the appellate court. The court is now on a vacation and no decision is likely before October. In fact it may be a year before the decision is reached.

Live Topics Up at Houston

HOUSTON, TEX., July 16.—Important problems confronting fire insurance in Texas were discussed at a meeting of the Houston Insurance Exchange. Among the problems are the non-policy-writing agent, the competition of mutuals and how to meet it and legislation which promises to hamper the companies and their agents. Plans for the National association convention at Dallas in the fall were also discussed. Speakers included E. M. Polk of Corsicana, president of the Texas association; J. W. DeWeese, state fire insurance commissioner, and Fred M. Burton of Galveston, member of the executive committee of the National association.

Suspicious Fires Increase

OKLAHOMA CITY, July 16.—Requests for investigations of suspicious fires have increased between 10 and 15 percent the last 90 days, according to C. R. O'Neal, state fire marshal. Suspicious losses are distributed throughout the state, regardless of the size of the community, and are about equally divided between dwellings and business houses.

Gin Rates Are Reduced

OKLAHOMA CITY, July 16.—Reduction of \$1.25 per \$100 annually was granted by the Oklahoma Insurance Board in fire insurance rates on cotton gins in rural and small town locations. The change was brought about by the increase in number of inspections which are made of all gins in the state. Gins in Oklahoma are more generally fire-proof than when the former rate was established, and the loss ratio has been

reduced by elimination of static, according to A. L. Roark, secretary.

Gilbert in New Position

TULSA, OKLA., July 16.—E. H. Gilbert has joined the Burnett, Williams & West agency, general agents for the Aetna Life and affiliated companies. For the last 13 years Mr. Gilbert had been connected with Pearce, Porter, Martin Insurance Agency, serving as office manager and later in the production and bond departments. He is president of the Tulsa Fire & Casualty Underwriters Association.

Educate Local Communities

A fire prevention department, with a paid manager in charge, is to be installed by the East Texas Chamber of Commerce at Longview, of which Hubert Harrison is manager. It is planned to put a man on the road, whose duty will be to organize and educate each local community in the matter of fire prevention, as also to bring the matter to the attention of the farmers.

Oklahoma Notes

With the hopes of qualifying for advance from seventh to sixth class, Norman has purchased two new fire trucks involving an investment of \$12,490.

The J. H. Mullen agency of Bartlesville, Okla., has been sold to Burch Realty Company. The sale involves the transfer of 17 fire and three casualty companies.

T. L. Laue, firm member of Trezevant & Cochran, Dallas, Tex., spent several days in Oklahoma City looking over the oil field development situation, the guest of John Wilkinson, Oklahoma representative of the agency.

At the last meeting for the season of the Oklahoma City Insurance Women's Association, with Vera Harper, president, in the chair, R. M. Miller, manager of the Oklahoma Audit Bureau, spoke on "Use and Occupancy."

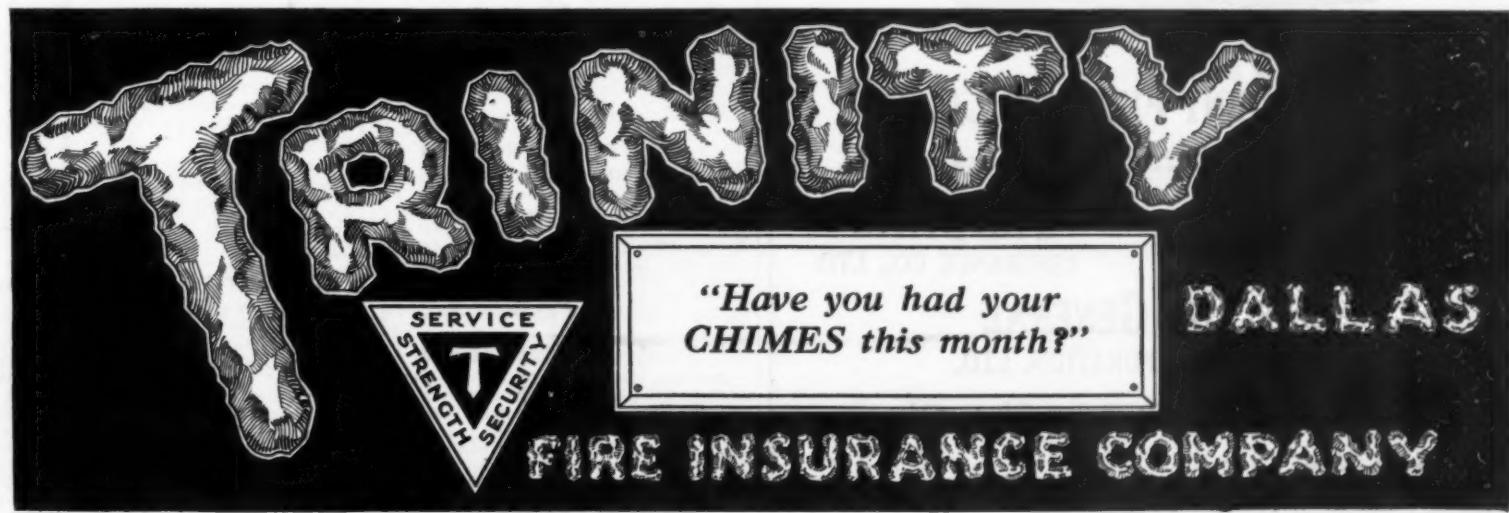
Wide-awake agents subscribe for personal copies of The National Underwriter.

Southern States Local News

Tornado Figures Depressing

Florida Storms Are Reflected in the Annual Figures Compiled by the Department

The tornado premiums in Florida last year amounted to \$1,882,928. The losses paid amounted to \$2,782,014 and the losses incurred \$1,167,047. The United States companies had tornado premiums of \$1,655,526 with losses paid \$2,397,050 and losses incurred \$1,034,126. The foreign companies had tornado premiums \$227,402 with losses paid \$384,



Great American Insurance Company

Choose
Your
Company
New York

INCORPORATED - 1872

STATEMENT JANUARY 1, 1930

CAPITAL

\$16,300,000.00

RESERVE FOR ALL OTHER LIABILITIES

24,970,838.76

NET SURPLUS

21,164,077.18

ASSETS

62,434,915.94

SURPLUS FOR THE PROTECTION OF POLICY HOLDERS

\$37,464,077.18

LOSSES PAID POLICY HOLDERS

\$213,311,374.17

WESTERN DEPARTMENT
310 South Michigan Avenue, CHICAGO, ILL.
C. R. STREET, Vice-President

Choose
Your
Company

Choose
Your
Company

Furnish Worry-Free Protection

Sell low cost insurance with a definite known rate, fairly fixed by actual loss experience. With Iowa National Fire you need pay only the cost of your own risk—the losses of careless owners need never worry you. Represent this strong Iowa stock company in your community. Profit by its record for promptness and fair dealing. Investigate, today.

Promptness, here, is habitual

Fire
Lightning
Tornado
and
Automobile
Insurance

IOWA
NATIONAL
FIRE INSURANCE
COMPANY
DES MOINES, IA.

Write for
Agency
Openings
in Iowa

PROVIDENT FIRE INS. CO.

Fire and Automobile Lines

ROYAL EXCHANGE
ASSURANCE

THE STATE
ASSURANCE CO., LTD.

CAR AND GENERAL
INSURANCE CORPORATION, LTD.

Automobile, Liability and Plate Glass

95 Maiden Lane

New York

964 and losses incurred \$132,920. It will be seen therefore that in the figures for last year there was considerable of a hangover from the big blow of the year before.

The total fire premiums in Florida last year amounted to \$11,047,818 with losses incurred \$4,019,470. The automobile premiums were \$1,338,475 with losses \$486,448. The ocean marine premiums were \$127,330 with losses \$91,031. The total premiums of all classes in the state were \$14,791,552 with losses incurred of \$5,935,093, losses paid \$7,950,736.

Straus Elected President of the Richmond Exchange

RICHMOND, July 16.—Irving J. Straus is the new president of the Insurance Exchange of Richmond. He is a member of the local agency of Julius Straus & Sons and succeeds Herbert B. Race, who has served two terms as president. Mr. Straus has been vice-president during Mr. Race's administration. Other officers elected at the exchange's annual meeting were Gordon Harvie, vice-president, and Archer L. Richardson, secretary-treasurer (re-elected). Together with the three officers, the following will serve as directors: Eugene Sutton, Horace Munson, Donald Hancock, and Walter B. Claiborne. Secretary-Treasurer Richardson reported a membership of 51.

Brief talks were made by Lester Hooker, Meade Fletcher and George Peery, members of the state corporation commission; Commissioner George Bowles; John Purcell, state treasurer; Earl Combs, state comptroller; William H. Nickels, chairman of the state industrial commission; Frederick E. Nolting, president of the Virginia Fire & Marine, and E. W. Kelly of Bristol, newly elected president of the Virginia Association of Insurance Agents. The Virginia Fire & Marine was host at lunch.

Only One Insurance Bill Passed

NEW ORLEANS, July 16.—Although a large number of insurance bills came up before the Louisiana legislature this session, only one was passed.

It extends the fire department tax to unincorporated towns and villages having water works and a fire district. It was the only bill backed by the larger insurance companies.

Bills aimed at the separation movement and seeking the removal of commission regulation failed to pass. Senate bill 207, which would have prohibited the solicitation of insurance to be placed in unauthorized companies by making the agent personally responsible as well as the company, also failed to pass.

Sends Out Kentucky Laws

The Kentucky department has completed and sent out the first copies of the Kentucky insurance laws for 1930, amended and brought up to date to include such changes as were made by the 1930 legislature.

Push Kentucky Rerating

LOUISVILLE, July 16.—George H. Parker, manager of the Kentucky Actuarial Bureau, says the bureau is pushing the work of rerating Kentucky towns, which, under an agreement with the state in a compromise of the 12½ percent increase in rates, must be completed by Jan. 1, 1931. Most of the rerating is in 7th and 8th class cities.

Terrebonne Agents Organize

HOUMA, LA., July 16.—At a meeting of insurance agents of Terrebonne parish, the Terrebonne Parish Insurance Exchange was organized. John D. Saint, Baton Rouge, chairman of the Louisiana insurance commission and manager of the Louisiana Insurance Society, was present to assist in the organization. These officers were elected:

Paul J. Dupont, president; Mrs. Mamie Duval, vice-president; Calvin J. Lehman, secretary-treasurer.

Worried by Kentucky Losses

LOUISVILLE, July 16.—Fire losses are causing the companies much concern in Louisville territory, including southern Indiana and Kentucky. With Louisville 11 inches behind in normal rainfall this season, the country is bone dry, the drought is serious in rural territory and fires which start make rapid headway. Reports from some of the mountain towns as well as western Kentucky and central Kentucky show that authorities are worried over future water supply.

Smith Made Regional Chairman

LOUISVILLE, July 16.—The executive committee of the Kentucky Association of Insurance Agents, at a meeting in Louisville, named Charles J. Smith of Lexington as regional chairman in charge of the first regional sales conference, which will be held probably about the middle of September, and will be similar to the one held in Louisville in June.

Louisville Lumber Loss Heavy

LOUISVILLE, July 16.—Fire in the yards of the Anderson Manufacturing Company, caused loss estimated at \$150,000, covered under blanket insurance. This is one of the largest mill-work plants in the state.

It was the third large lumber loss in the city this year, including a \$200,000 loss at the Mengel Company yards in January and \$80,000 at the Brenckman Lumber Company, June 30.

Klotz Heads New Exchange

NEW ORLEANS, July 16.—John D. Saint, manager of the Louisiana Insurance Society, recently helped organize the Assumption Insurance Exchange at Napoleonville, La. At the first meeting Sol Klotz was elected president and Robert A. Gilbert, secretary.

Bars Dividend Guarantees

BIRMINGHAM, ALA., July 16.—Complaints have been made that certain fire mutuals operating in Alabama have been promising a fixed dividend return. Commissioner Thigpen has brought this matter to attention of all mutuals, with the warning that no guaranty of dividends can be made.

Virginia Notes

Charles H. Phillips of Charles H. Phillips & Co., Richmond building contractors, has been admitted to membership in the Richmond board.

L. L. Hunnicutt, secretary of the sprinklered risk department of the Southeastern Underwriters Association, returned to Atlanta headquarters this week following a business trip to Richmond.

Ben A. Ruffin of the B. A. Ruffin & Co. agency of Richmond, was in Denver this week attending the annual convention of Lions International. He is immediate past president of the organization.

Alabama Notes

Leopold Strauss, well known Montgomery insurance man, has been re-elected for a five-year term on board of education. He has served 13 years on the board.

The Irwin-Davis Agency at Decatur, Ala., has been sold to P. M. Dix. The agency had been in operation about six months, having previously purchased the business of L. B. Wyatt & Sons, a pioneer agency.

To Renew Policies on State Buildings

SALT LAKE CITY, UTAH, July 16.—With present fire insurance policies on all Utah state buildings expiring July 31, E. R. Miles, secretary of the state board of supplies and purchase, has prepared a new schedule of insurance, and it is likely that the policies will be drawn up and distributed before the end of next week. The total insurance this year will be on about \$5,200,000 of state property as compared with slightly less than \$5,000,000 listed when the 125 policies were distributed three years ago.

PACIFIC COAST AND MOUNTAIN

Regional Districts Created

California Association Establishes Territorial Organization—Will Hold Regional Meetings

SAN FRANCISCO, July 16.—California has been divided into seven regional districts by the California Association of Insurance Agents. The association has a well distributed membership throughout the state and with a special committee in each district charged with the responsibility of increasing the organization's effectiveness it is believed that it will make further progress. California is out to win the president's cup at Dallas for the best membership increase.

The chairmen of the regional committees and their headquarters are: 1. C. W. Carpenter, Petaluma; 2. Ed Pickett, Sacramento; 3. Clark Gillis, Oakland; 5. T. Van Lee Giesen, Watsonville; 6. R. E. Cady, Bakersfield; 7. Tom Bromley, Pomona. No chairman has yet been selected in District 2.

Regional meetings will be held in the seven districts in August. Tentative dates and locations follow: Pasadena, Aug. 8; Fresno, Aug. 18; San Jose, Aug. 19 (noon); Watsonville or Santa Cruz, Aug. 19 (evening); Stockton, Aug. 20; Auburn, Aug. 21; Petaluma or Santa Rosa, Aug. 22. President Eugene Battles spent a day in San Francisco and Oakland last week in conference with Executive Secretary Frank C. Colridge, outlining plans for these regional conferences. An urgent plea will be made at all the meetings for a large delegation at the Dallas convention of the National association as well as the state convention in Sacramento Oct. 29-Nov. 1.

Mr. Colridge was the principal speaker at the luncheon meeting of the San Jose association July 10.

Interest Aroused in Oregon

Perry H. Goodwin Is Lining Up Local Agents to Affiliate With the Association Movement

Interest in the workings of the National Association of Insurance Agents is keener today on the part of agents in Oregon than it has been heretofore, the change in attitude resulting from a recently extended trip through the state by Percy H. Goodwin, chairman of the executive committee. Mr. Goodwin, who is head of a thriving agency at San Diego, Cal., has for years been a leading figure in association circles and is one of the thoroughly dependable figures in the governing organization. A firm believer in cooperative effort, he manages to impress his faith upon others and to inspire them with something of his own enthusiasm. Following an itinerary mapped out for him by J. F. Goodman, Oregon representative of the Pacific American Fire, Mr. Goodwin the first week in July addressed meetings of local agents at Klamath Falls, Medford, Roseburg, Eugene, Salem, and Portland, securing in all 43 applications for direct membership in the National association.

Questionnaire Sent Out

SAN FRANCISCO, July 16.—The California Association of Insurance Agents, which has been investigating and gathering material on the practices of building and loan associations in the matter of coercing insurance when loans are completed, has sent a questionnaire to some 235 associations in the state requesting them to furnish detailed information of their methods of handling insurance.

Will Push Qualification Act

Big Topic Before Insurance Agents League of Washington—Goodwin Chief Speaker

SEATTLE, July 16.—The Insurance Agents League of Washington will hold its convention Aug. 2 at the Hotel Winthrop, Tacoma. President Harry Coffman and a committee of Tacoma agents headed by H. D. Hayward are planning the program. The principal speaker will be Percy H. Goodwin of San Diego, Cal., chairman of the executive committee of the National Association of Insurance Agents.

Among other things the agents will discuss the agents' qualifications act, which its backers hope will be enacted into law. It creates a board of examiners and provides for the issuance by this board of certificates of competency to engage in the fire and casualty business. Written examinations would be held twice a year. The examining board would consist of five members taken from the ranks of active insurance men and appointed by the governor.

The act includes a clause by which those already in the business at least 12 months may obtain certificates upon submitting proof of their occupation. One or more officers of a corporation must be licensed before the corporation can be appointed an agent or solicitor.

Gets General Agency

The Pacific Southwest Insurance Agency of Los Angeles has been appointed general agent of the Pacific Southwest Underwriters, consisting of the Chicago Fire & Marine and Presidential Fire & Marine. P. J. Kelleher is vice-president and general manager of the general agency.

Monroe With F. & G. Fire

F. M. (Doc) Monroe has been appointed special agent for the Fidelity & Guaranty Fire in northern California.

Complain of Grange Activities

The Farm Grange organization is now writing insurance in eastern Oregon in competition with members of the Oregon Insurance Agents Union. Complaint has been filed with the state insurance department.

Beales Gets Philadelphia National

John T. Beales, San Francisco general agent, has added the Philadelphia National Fire to his representation. The Carl N. Corwin Company general agency represented it until last week.

Opens Northwest Branch Office

SEATTLE, July 16.—The Security National Fire of Galveston has established a northwest branch for Oregon and Washington in the Joseph Vance building in conjunction with the American National Life. Gilbert Allen has been appointed manager.

Business Is Transferred

W. J. Comans, United States manager of the Queensland, advises that the business of the second Pacific department of that company has been transferred to the control of Balfour, Kessler Agencies.

Rerating La Junta

DENVER, July 16.—An inspection will be made of La Junta, Colo., it is announced by the Mountain States Inspection Bureau, for the purpose of rerating.

Standardize Hose Couplings

The standardization of hose couplings and hydrants has been completed in the larger cities and towns in Montana, according to State Fire Marshal Brooks.

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Two hose threading sets are being utilized under the supervision of the state fire marshal's office.

Dunn Resigns as Manager

DENVER, July 16.—A. Jackson Dunn, manager of the Rocky Mountain department of the Northwestern National for the past seven years, has resigned. Mr. Dunn has lived in Denver 20 years.

Wolfe With Schuyler

DENVER, July 16.—The Schuyler Agency has appointed Hubert P. Wolfe as special agent for the Retailers in Colorado, Wyoming and New Mexico. He formerly lived in Chicago.

Coast Notes

The D. C. McKee Insurance Agency, Seattle, Wash., has been sold to George Parker. Mr. McKee will retain the representation of the National Life U. S. A., which he has held for many years.

R. H. Byington, for the past two years manager of the United General Agency, Seattle, has gone with the Barron-East-

man Insurance Agency to take charge of its fire insurance business.

A golf tourney will be held July 25 by members of the Seattle Insurance Exchange at the Sand Point Golf & Country Club. Stewart Fisken, who holds the cup, will fight to retain his honors.

J. C. Griffiths, Jr., Pacific Coast manager of the Commercial Union companies, has returned from a trip to Alaska.

Returning home from a motor trip through northern California and Oregon, Douglas Evey, president of the Oakland Board, addressed the Humboldt County association July 12.

C. W. Buchholz, acting manager of the Salt Lake office of the Pacific Coast Adjustment Bureau, has been called to his home at Janesville, Wis., by the illness of his mother, who is 88. Henry G. Green, independent adjuster of Portland and Seattle, who has been affiliated with the Pacific Coast Adjustment Bureau, will assist the Salt Lake office during Mr. Buchholz's absence.

Montana Notes

The Millers Mutual Fire of Harrisburg, Pa., has been licensed in Montana.

The Montana Farmers Union Mutual Fire of Roberts, Mont., has changed its home office to Billings, Mont.

The first annual picnic of the Canon City, Colo., Insurance Agents Association was held July 11.

EASTERN STATES ACTIVITIES

New England Gathering Ends

Frankness of Speakers Makes Agents Meeting at Bretton Woods, N. H., Interesting

BRETTON WOODS, N. H., July 16.—The annual convention of the New England associations of insurance agents was concluded with an entertainment, presentation of golf prizes and a ball, attended by some 600 agents, specials, company executives and guests. The meeting was distinguished by the frankness of speakers, and members were unanimous in the opinion it was one of the best meetings ever held in this section.

James A. Beha, former New York superintendent, now manager of the National Bureau of Casualty & Surety Underwriters, was the outstanding figure at the get-together dinner, his topic being "Self Determination."

Three Presidents Speak

President A. C. Mason, Vermont association; President P. A. Colwell, Rhode Island association, and past President Ivan E. Lang, Maine association, discussed the three key thoughts of the convention, "Organization - Efficiency - Cooperation," in a more or less academic way.

The closing business session Thursday brought a call upon Commissioner Spencer of Maine for a message. Walter H. Bennett, secretary-counsel National Association of Insurance Agents, reviewed the acquisition cost conference at Chicago. Theodore L. Rogers, Little Falls, N. Y., president New York State association, was presented and brought greetings.

There were two group conferences, one for agents writing over \$100,000 premiums being handled by Charles H. Watkins, Boston, and the other for agents writing under \$100,000 by Frank W. Brodie, Waterbury, Conn.

Results in the golf tournament, prizes for which were presented at the ball, were: Association members, tournament—Group A, low gross, A. H. Nelson, 89; low net, E. B. Prescott, 68; Group B, low gross, F. V. Noyes, 83; low net, F. W. Brodie, 75; non-association tournament—Group A, low gross, P. A. Goodale, 81; low net, T. A. Clute, 70; Group B, low gross, Col. H. P. Dunham, 94; low net, R. G. Vedeler, 71.

The Agricultural has withdrawn from the W. S. Warriner agency at Springfield, Mass., and transferred to Oppenheimer-Robinson Company. Special Agent H. H. Landon will be located with Oppenheimer-Robinson Company, at 44 Vernon street, Springfield.

Have New Standard Policy

All Companies Licensed in New Jersey Have Been Furnished the Fire Contract

TRENTON, July 16.—All fire companies in New Jersey have been furnished a copy of the new standard form of fire policy, which does not differ from that previously in use, save only that its size and that of the type employed, have been altered to facilitate use in a typewriter.

No change from the standard form is permitted, except that the following may be incorporated: Name and location of company, date of its incorporation, character (whether stock or mutual), list of officers and number and date of contract; printed or written forms defining the character of the risk assumed. Any provision required by law may be inserted, but such provision must be separate and apart and state that its insertion is compelled by law. The name and location of an agent may be printed or endorsed upon the outside of the policy. The standard policy must be used for insurance dwellings, providing all schedules and other relevant data are incorporated above the company signature.

All Benefit by Organization

Even Non-Members Profit from Association Work, General Agent Murphy Says at Bretton Woods

Agents who do not become members of the New England Associations of Insurance Agents are beneficiaries of the organization work done, in spite of themselves, A. J. Murphy, general agent Security of New Haven at Boston, told the New England agents at the Bretton Woods convention, speaking on the subject "Organization." He emphasized that the sole function of the New England associations from the inception of the organization has been the betterment of the business and all those in it. "It does not confine itself to the betterment of the business for its members alone," he said. "It offers nothing to the members that it does not offer to everyone engaged in the business. And so I wonder that any unusual effort should be required to get all on the membership roll."

Why Organization Is Effective

Mr. Murphy said an organization of this sort is effective, not as a threat or a club, because it is a body of sincere

men and women who are in a position to represent the fraternity in dealings with those with whom they have business contacts. He says organization rules should be tempered to meet, within reason, average minds of their readers, because rules and regulations that test the loyalty of members beyond a reasonable point are likely to produce either resignation or, worse still, disregard.

Much Time and Energy Required

Mr. Murphy said many organizations are taken for granted, and that people who have taken up insurance in recent years have found the New England associations ready made and perhaps do not realize that the organization had its birth in the minds of men who gave a great deal of time and energy to its formation. The association's big job, he said, is to dissipate the old idea that success consists in slipping something over on competitors and he believes this task will be accomplished more quickly when all insurance men who are eligible for membership have joined.

Pennsylvania Agents' Meeting

The annual meeting of the Pennsylvania Association of Insurance Agents will be held at Harrisburg, Oct. 21-22.

Eastern Notes

The Central Surety Agency of Philadelphia has been incorporated by Harry A. Rutenberg, B. E. Morgan and S. Jonov.

After several years of idleness due to damage received fighting an oil fire, Buffalo's fire tug, the W. S. Grattan, is now being rebuilt and will go into service about Oct. 1.

The agency of Fisher & Rowe, Warsaw, N. Y., has been dissolved, A. W. Fisher continuing as its operator. John B. Rowe takes an executive position in the Aetna home office at Hartford.

Canadian Field Happenings

Hail Fund Has Heavy Loss

Two Saskatchewan Storms Bring Claims of \$500,000—More Than All of Last Year

REGINA, SASK., July 16.—According to E. G. Hingley, general manager of the Saskatchewan Municipal Hail Insurance Association, crop losses incurred by two hail storms last week in the province of Saskatchewan are estimated to total at least \$500,000, with losses on uninsured land amounting to at least \$1,000,000. To date, the Municipal Hail Insurance Association estimates hail losses thus far at \$600,000, or as much as the total loss for last year. The office is being inundated with claims by every mail, and claims for 100 percent damage have been received from northern districts, but claims are lighter in the southern areas.

Hail fell in the Kenora district, Ontario, causing heavy damage to crops. Farmers of Unity, Sask., were hailed out last week, and because of financial stringency, most of them had no insurance. Many farmers suffered 100 percent loss.

Dominion License Is Secured

Chicago Fire & Marine Will Operate in Three Provinces—Thibaudeau Is Made Manager

The Chicago Fire & Marine has secured its Dominion license in Canada and has deposited \$100,000 with the Canadian department. J. Thibaudeau, 466 St. Francois Xavier street, Montreal, is appointed general agent. He is also

general agent for the Minnesota Fire and chief agent for the General of Seattle, General Casualty, First National of Seattle and Atlantic & Pacific Underwriters. The Chicago Fire & Marine will operate in Ontario and Quebec under his jurisdiction. In British Columbia, A. S. Matthews & Co. in the Dominion Boulevard building at Vancouver have been appointed general agents.

Toronto Institute Elects

At the annual meeting of the Insurance Institute of Toronto, these officers were elected: Honorary president, H. R. Stephenson, Crown Life; president, A. W. Goddard, Canadian Fire Underwriters Association; vice-president, W. H. Burgess, Canadian Surety; secretary, Clifford Elvins, Imperial Life.

New Companies Licensed

The Cosmopolitan Fire has been licensed in Canada for fire, sprinkler leakage, tornado and limited explosion insurance. Herbert Begg of Toronto has been appointed chief agent in Canada. The American of Newark has been li-

censed for hail insurance and the Maryland for inland transportation.

General's Canadian Appointment

MONTREAL, July 16—Thibaudeau & Co., Montreal, have been given the Canadian agency for the General of Seattle and its associates. A branch office will be opened in Toronto. Formerly the group has handled Canadian business through its own office in Montreal.

Canadian Notes

The North America has been licensed in Canada for aircraft and automobile property damage, in addition to the other classes for which it is already licensed.

The Springfield Fire & Marine, Sentinel and Michigan Fire & Marine have opened an office in Calgary, Alta., with R. K. MacKay, formerly in the Winnipeg office, in charge.

Weber Brothers of Edmonton and the Alberta business of Fess & Smith of Winnipeg have merged under the name of Fess & Smith (Alberta) Ltd., with office at Edmonton, Alta.

The surcharge on the fire rates of London, Ont., which was imposed in 1924, when a pyromaniac burned about \$1,000,000 worth of property in a series of fires there, has been reduced from 25 percent to 10 percent.

MOTOR INSURANCE NEWS

Rate Reduction in Oklahoma

Automobile Premiums Lowered Except Theft in Oil Boom Sections—Other Lines Affected

OKLAHOMA CITY, July 16.—The Oklahoma insurance board has approved the recent filing of the Oklahoma Inspection Bureau reducing automobile rates. An increase of 6.5 percent on theft policies, however, has been made on cars that are kept in certain oil boom sections.

The new schedule also provides a slight reduction in tornado, cyclone, windstorm, hail, explosion, water damage and earthquake policies, of between 10 and 15 cents on \$100.

The entire state was placed under the B schedule which involves an approximate reduction of 12.5 percent on premium income on auto fire insurance policies, excepting Tulsa and Oklahoma City. These two cities were placed in Class A which provides for a 30 percent reduction in fire premium income.

Theft Rates Reduced

Theft rates in the B territory received a 13.4 percent reduction. In Tulsa and Oklahoma City a 14 percent reduction was granted. Under the new schedule, mandatory use of the 75 percent value clause is eliminated making it possible to insure a car for full value. However, the 75 percent clause and a 10 percent discount on fire and theft rates will still be available for the policyholder. Although formerly excluded, insurance coverage may be obtained on auto accessories and parts.

Auto Situation Is Still Cloudy

Michigan Conference With the Commissioner Is Said to Have Not Brought Results

LANSING, MICH., July 16.—Efforts of Commissioner Livingston to bring about an armistice in the auto rate war which has been raging in the state for the past month and a half were, so far as could be learned, balked when a conference was held in Detroit attended by the commissioner and a select group of leaders in the Michigan Association of Insurance Agents and a few company men.

Informal Conference

The meeting, called merely an "informal get-together," appears to have been planned with an eye to threshing out the attitude toward the rate war of

the agents. The association spokesmen are reported to have gone to the session determined to make no concessions which would relieve the situation for the Michigan carriers which are beginning to feel the competition of those of the outside companies that are accepting business on the basis of 50 percent off manual on collision and 25 percent off on fire and theft. While the discounts are determined by the companies individually, many of those carriers included in the National Automobile Underwriters' Association membership have been writing the business on this basis at the insistence, mainly, of their agents. The agents, also, have attempted to justify the reduced rates and have been considered the factor to be dealt with if peace was to be made with the Michigan carriers.

Michigan Companies Sollicitous

The commissioner, at an earlier conference, is understood to have obtained promises from the Michigan carriers to bring their rates up to the so-called "conference" manual, as of May 19, if the N. A. U. A. companies would do likewise. The company managements, however, have hesitated to restore the old rates as long as their agents urged continuance of the lower rates. It has also been conceded that, despite the action of Gov. Fred W. Green, at the behest of the politically influential Michigan carriers, in ordering an inquiry into the "conference" rate reduction, Commissioner Livingston lacks the power under present laws to control the schedules of the various auto-writing companies. The state has no rating laws affecting this class of business and the present situation under which each company is dictating its own rate policies makes any state charge of unlawful collusion untenable.

Wants Rates Filed

It is possible, however, that some stringent departmental action may be attempted against some of the companies which have ignored a request of Commissioner Livingston that present auto rates be filed with the department. Commissioner Livingston declares that he has the power to suspend the license of any carrier not replying to a departmental communication and he will probably be inclined to use his authority if all of the schedules are not shortly forthcoming. The companies declare there is no law to compel them to file automobile rates.

Production Decrease Is Seen

Automobile production in the United States and Canada during June aggregated 343,000 cars and trucks, compared

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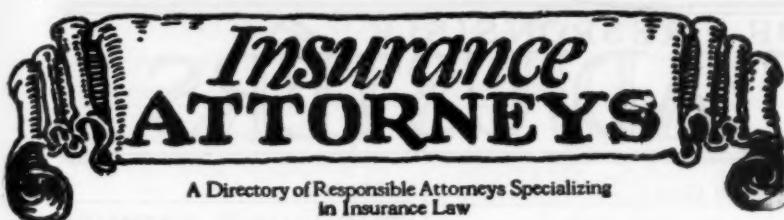
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with a total output of 441,826 in May, and 567,424 in June, 1929. According to the National Automobile Chamber of Commerce, cars manufactured the first six months of the present year totaled 2,322,211, as against 3,413,804 turned out in the same period of 1929.

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MARINE INSURANCE NEWS

Marine Market Is Deficient

Construction of Proposed Giant Cunard Liner Hampered by Lack of Insurance

NEW YORK, July 16.—British correspondents of American daily papers assert that the contract for construction of a proposed super-liner which the Cunard Company hopes will recapture the blue ribbon position on the Atlantic from the "Europa," cannot be signed because of difficulty experienced in getting sufficient insurance. It may be necessary to appeal to the British government, it is said, if no other means is devised.

Marine underwriters say the number of giant vessels on the seas or in process of construction is not sufficient to afford an average basis for assumption of complete coverage, and the loss of one ship of this type would suffice to wipe out all possible premiums on the class for years to come. The marine market can take care of an individual line up to \$15,000,000, which is ample to protect all save vessels of this giant class.

Big Drive for Inland Marine Business Being Conducted

Owing to the drive for inland marine lines local agents say that they are having a number of calls from special agents and other company men endeavoring to stimulate business or secure additional representation. The companies are endeavoring in every possible way to increase their premiums in this department. Perhaps that is the line of least resistance at the present time for production men.

Hoag With America Fore

Selden B. Hoag, who has been with the Petersburg Fire for some years, has gone to Atlanta to take charge of the inland marine business of the southern department of the American Fore companies.

Covers Outboard Motors

ST. PAUL, July 16.—The marine department of the St. Paul Fire & Marine has added an outboard motor cover to its policies. It covers a motor whether in use or stored on shore. The same cover applies to motor boats. The minimum premium is \$15.

Missouri Issue Is Still Active

(CONTINUED FROM PAGE 3)

tion ordered by former Superintendent Hyde in October, 1922, which was later sustained by the Missouri supreme court. That company is not a party to either the state or federal courts' action which have enjoined the Missouri department from interfering with the 16 2-3 percent advance in rates. Other companies which haven't advanced their rates are the American Druggists Fire of Ohio, Indemnity Mutual Marine and Union of Indiana, but they have restricted their Missouri operations to special lines of insurance.

Chicago Lloyds Active

The Chicago Lloyds has also increased its activity in the St. Louis field since the new rate fight became acute and through radio and direct by mail advertising has notified many property owners and other insurance buyers that they can save 20 percent from the published rates and also the 16 2-3 percent advance by buying fire, windstorm, hail and lightning insurance from its agents.

Prominent mutuals and reciprocals have also been reaping some of the advantages to them induced by the rate fight, and especially through the activity of the Associated Industries of Missouri. Within the past two weeks at least two large lines in St. Louis were taken from stock companies and placed with mutuals or reciprocals. Others are expected to switch when existing policies expire.

Pockwitz Office Gets Busy

The Leo Pockwitz Company, general agents for the Atlantic & Pacific Underwriters of the General Fire and First National of Seattle have opened offices in St. Louis and will go more actively after St. Louis business. They have taken offices in the Pierce Building, Mason Belcher, for the past three years

manager of the Minnesota Fire in New York City, has been named manager of the Pockwitz agency and will have supervision over the Missouri production.

MANN IN SCATHING LETTER

KANSAS CITY, MO., July 16.—Conrad Mann, president of the Associated Industries and the Kansas City Chamber of Commerce, came out this week with a scathing letter to presidents of companies that are parties to the 16 2-3 percent rate increase. Mr. Mann reviews the history of the conference with western managers and Attorney Folonie. He declares that the Kansas City business group was led to believe that a favorable compromise could be effected. He charges some of the men with bad faith. The letter is a very bitter one.

Mr. Mann reveals "frankly" that before "the public and in the press" insurance companies are suffering the ignominy of having broken their word in the compromise effort made here June 16. Mr. Mann accuses the companies of having been guilty of "the worst possible bad faith" in breaking their word, given business interests here by C. R. Street and R. J. Folonie, "accredited insurance company representatives." "Intolerable arrogance" is another charge Mr. Mann throws out.

WILL ISSUE A LETTER

It is understood that the subscribers' actuarial committee will issue a letter to companies on the subject that Conrad Mann of Kansas City brings up. Those who participated in the conference feel that Mr. Mann has unwittingly become a party to an evident attempt on the part of certain people to discredit the committee headed by President C. R. Street of the Western Underwriters Association and Attorney R. J. Folonie. Those who are acquainted with Mr. Street and Mr. Folonie do not under any consideration feel that there has

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Attorneys Fully Advised

It is stated in Chicago that Attorney Folomie was fully instructed as to the suggestion received from Insurance Superintendent Thompson of Missouri that the hearing on the interlocutory injunction should be postponed until after the meeting of executives in New York. It is stated that counsel for the state were advised that a postponement of the hearing at their request would not be opposed if based on any other reason than possible settlement negotiation, which it was felt would prejudice the companies' case in court, or on no specific ground at all. There does not seem to have been any misunderstanding between the attorneys on that point. It is stated that complications undoubtedly arose where two men, willing to agree, did not know how to get together. The committee has stated that there was no possible legal advantage to be gained in any sharp practice or legal trickery or forcing a hearing at any specific time.

Anxious for Amicable Agreement

Undoubtedly the many angles in the Missouri issue and the bitter feeling that has prevailed against the companies in Missouri for some time have served to accentuate the sentiment in the state and have brought to the surface influences that have tended to put the insurance people in a wrong light. The insurance committee was very anxious to bring about an amicable agreement that would be fair to all sides.

Many Protests Expected on Oklahoma City Boost

(CONTINUED FROM PAGE 3)

might collect in depressions with the right conditions of atmosphere and wind direction, so that temporarily they would not be mixed with air to the point of non-combustibility.

This is said to be the real hazard in Oklahoma City, rather than the one first feared that close drilling operations would spray a large part of the city with a wind from the southwest, south or southeast.

Another Well Runs Wild

Claims that the period of wild wells is over and that experience with them has developed a safe technique of handling were refuted when the Vencil well ran wild July 2. It is not far from the famous Mary Sudik well. The Vencil was brought in late in April and under the pro-rating agreement was shut in for 60 days after running for a limited time. July 2 the lower valve was opened and a leak about the size of a pencil developed.

The gas pressure was about 2,400 pounds, and the sand impregnated oil cut through the chilled steel valve as if it were an oxy-acetylene torch. A fire insurance special agent reported the wind was strong and the windshield of his car was sprayed eight miles away. Authorities say the great valves, weighing 1,500 pounds and of finest steel, are ruined in two minutes and cut to pieces by the sand-oil blast.

National Board Statement

The first statement of the National Board has been so twisted locally that it this week issued a second statement seeking to present nothing but carefully weighed facts.

It is pointed out that except for fire resistive buildings in the mercantile district, the city is mainly closely built, with frame and joisted brick, wooden shingles predominating. "Any one of the wells now being drilled within a mile of closely built sections would spray them with oil if it should get out of control when even a moderate wind was blowing toward these areas," the report issued by General Manager W. E. Mallalieu and prepared by A. H. Nuckolls, chemical engineer, Under-

Novel Method Found in Fighting a Fire

The latest issue of the "Hartford Agent" tells a story about a queer fire which occurred in Maine. The steeple of the Baptist Church at South Penobscot was struck by lightning during a thunder shower. Flames and sparks poured forth from the wooden ball on its peak. As there was no way to fight a fire as high in the air as that, it was feared at first that the whole church would be destroyed.

But some one had a bright idea and all rushed for their rifles and shotguns and opened fire on the blazing ball high in the air. There are some good shots there and so many perfect hits were made, that the ball was literally shot to pieces, and the pouring rain did the rest.

writers Laboratories, and Clarence Goldsmith, assistant chief engineer, National Board, states.

The statement continues: "Petroleum from the Oklahoma fields is highly flammable, and is easily ignited by a small flame or spark. The flammability of an ordinary combustible material such as wood will be greatly increased by the presence of the oil.

"Although gases and vapors when liberated into the open air dissipate readily, and the concentration decreases rapidly as the area covered increases, it is considered possible that under very favorable weather conditions vapors escaping from high pressure wells of large capacity may reach sections of the city in sufficient concentrations in air to be flammable or explosive. This danger, however, is considered to be remote.

Wild Wells Constant Hazard

"The wells which have been out of control were being drilled by substantial and experienced organizations. It has not been found impossible to prevent sand cutting of valves and fittings under certain conditions which have and may develop. Suitable equipment and regulations, together with rigid inspections, would reduce but not eliminate the probability of wells getting out of control.

"Lightning and other common causes of ignition could readily start fires within an area wetted with oil, and when once started, the fire would spread rapidly.

"Experience has proven time and again that a fire which has attained a high intensity of combustion and gained control of several city blocks cannot be checked in closely built areas where shingle roofs predominate, no matter how ample the water supply and strong the fire department.

Oil Greatly Increases Risk

"The potential hazard is markedly increased within an area sprayed with oil and the probability of such a condition is in proportion to the number and proximity of oil wells brought in."

While fire companies have adopted a moderate stand, and in many cases are continuing insurance until expiration on property, even within the U-7 zone, there is no doubt that wholesale cancellations will occur unless Oklahoma City citizens catch the point of view and the \$1 increase is permitted to become effective. Fire managers are seriously troubled by the situation, because they realize it is not a condition of purely local importance, but a national problem.

Reinsurance is said to be practically impossible to obtain on Oklahoma City risks, except in foreign reinsurance markets, and there the price is reported to be so high that this support for extended lines practically has been withdrawn.

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July 17, 1930

CASUALTY AND SURETY SECTION

Page Thirty-three

Beha Advocate of Self Control

Deprecates Intercession of Government in Talk Before New England Agents

DUTY OF ORGANIZATIONS

National Bureau Manager Emphasizes All-Important Factor Is Best Interest of Public

Support of the principle of internal control of insurance was given at the Bretton Woods convention of the New England Associations of Insurance Agents by James A. Beha, former New York superintendent who now is general manager of the National Bureau of Casualty & Surety Underwriters. He spoke on "Self-determination Insurance-wise." Mr. Beha said in part:

Opposes Outside Control

"While the features of the business properly subject to control have furnished a subject for controversy, much discussion has also centered about the proper sources of control—from outside sources, and within the business itself, whether by central organizations or the companies themselves. By self-determination insurance-wise I mean control of our business by ourselves, that is, by those of us in the business.

"We, here in the United States are enjoying the privileges of a republican form of government. That means majority control under certain guiding principles set up by our constitution which, again, is subject to modification, change or in fact complete elimination by the vote of the people.

Outlines Officials' Duties

"It has been held by the highest courts in our land, and universally accepted, that the insurance business is 'charged with a public interest.' As our business structure continues to grow and becomes more complicated, the insurance business becomes more involved in other business, and more and more a business 'charged with the public interest.' As such it is subject to the jurisdiction of certain public officials.

"It becomes the duty of these officials to see that that business charged with the public interest is conducted in the interest of the public. Thus our insurance business is supervised by public officials and regulated by them and by laws, many of which are recommended by them. The extent and the severity of this regulation depends upon the degree and the manner in which we ourselves exercise self-determination and conduct that business in the public interest.

Must Not Overlook Public

"An insurance agent has a duty to himself that is primary, that is fundamental, but he is in a business 'charged with the public interest'; he, therefore, also has a duty to that business and

Car & General Extends Its Operations to West

OPENS OFFICE AT CHICAGO

J. A. Cassiday Is Appointed Manager for Illinois and Indiana—Company is Branching Out

NEW YORK, July 16.—During their recent visit to Chicago, Arthur Waller, assistant United States manager of the Car & General of London, and Russell E. Stevens, its general agent, completed arrangements for opening a branch office in that city, as of Aug. 1, appointing as its manager, James A. Cassiday, a thoroughly trained casualty underwriter. The new office which will be located in the Insurance Exchange will be equipped to render complete service throughout Illinois and Indiana, in both of which states an energetic drive will be made for all casualty lines.

Mr. Cassiday's insurance career began with the United States Fidelity & Guaranty, at Chicago, his next association being with the Employers Liability, with which he was connected for 18 years, resigning in 1928 to link up with the Southern Surety as Illinois State agent.

The company is extending its activities steadily, and will continue such policy. Some weeks ago Watson & Taylor of San Francisco were appointed its general agents for California, and shortly before that H. C. Hare of Jacksonville was named as Florida general agent.

The Car & General is a running mate of the Royal Exchange Fire of England and the Prudential Fire. It has been operating in the east, writing all casualty lines.

CHICAGO GENERAL AGENTS

L. A. Rose & Co., well known Chicago local agency, has been appointed general agent for the Car & General for all lines. The agency has represented the company for the past four years for automobile. Some of the companies represented in this agency are the Royal Exchange, Patriotic, Equitable Fire & Marine, Merchants & Manufacturers of New York and the United Firemen's.

Mr. Rose started in the insurance business in Chicago in 1894 and became a broker in 1902. He then formed the agency of Arthur S. Nathan & Co. in 1908. The firm name was later changed to L. A. Rose & Co. and Mr. Rose's son-in-law, A. O. Stekol, was taken in the firm as a partner.

that includes a duty to those who, like himself, are in that business.

"But in your determination of what is good for yourselves individually which is your interest, good for your organizations, your common insurance interest, you must not overlook the third interest and that is, the public interest.

"Companies, likewise, have their organizations. Today the National Bureau of Casualty & Surety Underwriters is the outstanding organization among casualty companies. The National bureau is a voluntary organization of com-

(CONTINUED ON NEXT PAGE)

Hoag Is Advanced by Union Indemnity Group

HIS RISE HAS BEEN RAPID

Company Makes Him Executive Vice-President in Charge of the Eastern Department

NEW YORK, July 16.—The appointment of Norman Hoag as executive vice-president in charge of the eastern department of the Union Indemnity group was announced here today by W. Irving Moss, president. Mr. Hoag as vice-president of Union Indemnity and New York Indemnity has been supervising the casualty end of the business in the New York office. He succeeds the late Henry F. Weissenborn in all activities conducted by him on behalf of the Insurance Securities group.

In 1910 he entered the employ of the New Amsterdam Casualty, starting at the bottom, working successively in different departments until he became superintendent of the liability department in New York. He left the New Amsterdam Casualty to go with the Lumbermen's Mutual Casualty on May 1, 1916, where he remained until 12 months later when he enlisted in the United States navy. He became associated with the Union Indemnity March 1, 1920, two months after its organization. Norman Hoag's rise in the Union Indemnity has been rapid. Serving in various capacities he has risen through the offices of assistant secretary, assistant vice-president, vice-president and now executive vice-president.

Franzen Is Advanced by the Commercial Casualty

Frank W. Franzen has been appointed resident vice-president and manager of the New York City office of the Commercial Casualty to succeed Floyd N. Dull, who has become vice-president of the Continental Casualty in charge of its eastern business. Mr. Franzen has completed 18 years' service with the Commercial Casualty, starting at the head office in Newark and going through various positions until 1918 when he was made Newark office manager. When he took charge the Newark premiums were \$140,000 and last year the office wrote \$1,287,792. He is regarded as a very successful organizer and business builder.

Russell W. Riley has been appointed manager of the Newark office of the Commercial Casualty to succeed Mr. Franzen. He has been with the Commercial Casualty since 1912 and for several years manager of its Trenton branch.

Big Minnesota Bank Robbery

ST. PAUL, MINN., July 16.—In the biggest bank robbery in the history of Minnesota six bandits obtained more than \$50,000 from the State Bank of Willmar, a farming center 60 miles west of the Twin Cities. Some estimates were as high as \$85,000. Officials of the bank said the loss was fully covered by insurance.

Lloyds Service Possible in U. S.

Agreement Reached With London Underwriters for Representative in New York

IMPORTANT PRECEDENT

Bankers Blanket Bond Case Brings Vital Concession in Litigation, Favoring Claimants

NEW YORK, July 16.—Acceptance of service in this city by a representative of a group of London Lloyds in an action to be instituted by the Bank of United States, which seeks to recover for a loss suffered under a bankers' blanket bond, instead of requiring the claimants to litigate in England, is in conformity with an arrangement entered into by an authorized spokesman of the individual underwriters with Francis R. Stoddard, former New York insurance superintendent, some five years ago.

Complaint had been made to the department repeatedly about the difficulty of collecting disputed losses from London Lloyds. It was said that assureds regarded as impractical the instituting of suits abroad because of the heavy expense entailed. Mr. Stoddard endeavored to have the underwriters put up a substantial sum with the department and name attorneys here upon whom service of suit might be made.

Service Now Possible Here

While the underwriters' representative declined to acquiesce in the former suggestion, he agreed to the latter, so that any broker now placing business with London Lloyds may have a person designated in this country to receive service, thus permitting action in our federal courts.

As a counter to the allegation of American assureds that they have often experienced difficulty in collecting from London Lloyds, the latter assert that in not a few instances small brokers of this and other cities who place business abroad, fail to turn over premiums and hence should not complain when the underwriters decline to admit liability for losses.

Cost of Litigation Prohibitive

Membership in some of the larger groups of London Lloyds numbers several hundred, and in the event of suit against them, individual actions have to be instituted. While it would be an easy matter to induce a lawyer in this country to bring any number of suits on a contingent fee basis, the reverse holds in Great Britain. An unwritten rule of the legal profession there is that a retainer fee must be paid in each individual action, regardless of the number of cases or of the common ground of complaint.

It will readily be understood that the (CONTINUED ON NEXT PAGE)

New Alabama Ruling Made on Automobile Fleet Coverage

MICHIGAN PROVISION IS USED

Agents Say That Order Is Not Explicit Enough—Meets With Association's Approval

BIRMINGHAM, ALA., July 16.—Copies of a new ruling respecting automobile fleet coverage have been received and are being digested by Alabama agents. The ruling in a measure meets with the approval of the Alabama Association of Insurance Agents which has been fighting for restriction of fleets to automobiles in a common ownership. However, many agents say that Superintendent Thigpen's latest order is not as clear and explicit as it might be. It reads as follows:

"For good and sufficient reasons, the ruling respecting fleet coverage of automobiles promulgated by this department April 2, 1928, is hereby rescinded; and, in lieu thereof, effective from July 12, 1930, the following ruling recently promulgated by the Michigan commissioner will obtain in this state:

Text of Ruling

"Five or more automobiles or trucks owned and operated by individuals, partnerships or corporations, shall constitute a fleet, with the exception that a car or truck privately owned but used in the business of an individual partnership or corporation, may be included in a fleet for liability and property damage only; provided the premium is paid by such individual, partnership or corporation."

Under Mr. Thigpen's old ruling cars of employees were included in the fleets of their employers, the employees being given the rebate. Under this ruling most anybody could get on some kind from the ruling of 1928 promulgated of a fleet. This was a right-about-turn by Mr. Thigpen's predecessor.

Ohio Ruling Is Made

Where public officials or employees are required by law or ordinance to give a bond which fully protects the public against losses occasioned by theft, robbery or burglary, the paying of premiums from public funds for burglary or robbery insurance to cover such losses is wholly unauthorized in the absence of specific statutory authority therefor, Attorney General Bettman has ruled.

However, where a public officer or employee is not required to give a bond for the faithful performance of duty or to faithfully account for such funds, burglary or robbery insurance may lawfully be procured to cover possible losses and the premiums may be paid out of public funds, he held.

Advocate Self Control

(CONT'D FROM PRECEDING PAGE)

panies it is controlled by majority rule. The majority rule in the National bureau, or some similar organization, will itself control the casualty insurance business so long as that majority rule is in the interest of the companies, the business and the public."

Rockwood Office to Move

After having occupied a large portion of a floor in the Federal Reserve building at 165 West Jackson boulevard, Chicago, for some eight years, the Rockwood Company, life and accident agency representing the Travelers, will move to handsome and much larger quarters in the new One La Salle Street building about Aug. 1. The new offices on the 11th floor, take up approximately half the floor and represent an increase in floor space of about 25 percent.

Takes New Post



EUGENE F. HORD

Eugene F. Hord, who has been made executive vice-president of the Fireman's Fund Indemnity in charge of the eastern department, started his career in the casualty business in 1897 as a stenographer with the old Union Casualty & Surety of St. Louis. He then was promoted to its claim department and later became a member of the Maryland Casualty's claim staff in Chicago. He was made an investigator and in that role had much experience with coal and iron mining losses. Then he became manager of the claim department of the Maryland Casualty in Chicago. He was promoted to a similar post in New York. In 1910 he was called by the Travelers to reorganize its investigating department in New York City. A year later he was made head of the investigation and claim department there. He is a member of the executive committee of the National Bureau of Casualty & Surety Underwriters.

Globe Indemnity Report Covers Three Year Period

The examination report of the Globe Indemnity by the New York department, covering its operations for the three years ended Dec. 31, 1929, discloses a gain from underwriting of \$1,328,932, and an investment gain of \$3,109,514. For the same period the net earned premiums totaled \$67,725,344; with losses and loss expenses incurred of \$42,688,284. The loss ratios percent experienced on the three years' business according to lines, were: Accident, 58.13; health 52.74; liability, 59.81; workmen's compensation 75.98; fidelity 52.97; surety 87.76; plate glass 33.75; burglary and theft 28.88; automobile property damage 52.05; automobile collision 54.92; property damage and collision, other than automobile 37.49.

Mutuals Increase 14 Percent

Increase of 14.4 percent in premium income for the first five months over the same period last year is reported by President James S. Kemper for the Lumbermen's Mutual Casualty, American Motorists and Federal Mutual Liability, all of Chicago. This substantial rise in income was effected in spite of depressed business and farming conditions. President Kemper says reduced factory payrolls have had an effect on workmen's compensation premiums, but altogether this is one of the largest sources of premiums, casualty premiums totaling \$9,190,607 the first five months.

Chicago Insurance Groups Consider Project to Merge

WOULD EFFECT ECONOMIES

Plan Proposed for Consolidation With Insurance Club With Retention of Identities

Negotiations are on between officers of the Insurance Club of Chicago and at least one other insurance organization there which it is hoped in time may bear fruit in a much enlarged club with handsome quarters, strengthened and made more effective in its work of education and joint negotiations through the partial absorption of other organizations which now have no permanent quarters but merely meet periodically in hotels.

The Insurance Club, which has been seriously handicapped financially for some years by an expensive lease in former quarters, under the new president, Joseph W. Bolton, Chicago branch manager for the Georgia Casualty, is taking on new life.

Plan Enlarged Quarters

The plan of Mr. Bolton and other officers contemplates taking additional space in the Insurance Exchange in time, to be fitted up with showers, couches and other appointments of a regular men's club. It is believed that the step to consolidate the efforts of several insurance organizations is a logical and economical one, affording each organization much better quarters than it could provide separately and making for better fellowship between members of the various associations.

According to Mr. Bolton, dividing lines between various kinds of insurance are less sharp than in the past, the trend being more and more toward some knowledge of all major kinds of cover. Opportunity to meet specialists in other lines and discuss points of common interest is believed to be a strong argument for the consolidation idea.

To Retain Identities

The tentative plan, which may be presented the membership of the Casualty Field Club when meetings are resumed in the fall, and which certainly will be taken up with the Burglary Underwriters Club, the Surety Association and others, calls for the retention of identities in the enlarged Insurance Club. Each organization would become a unit of the club, with its own officers, members, finances, meeting time and programs.

However, joint meetings of part or all of the sections would be held from time to time in the form of get-togethers at which lectures, addresses by prominent men in the business or entertainment would be features. It is believed the enlarged club would have a stronger appeal for men high in the business to become members, and also that a high type of speakers could regularly be obtained.

Spencer Welton Leaves Union and N. Y. Indemnity

NEW YORK, July 16.—Spencer Welton has resigned as vice-president of the New York Indemnity and the Union Indemnity. Mr. Welton, who is one of the most widely known figures in casualty and surety underwriting circles, was for a number of years vice-president of the Fidelity & Deposit, in charge of production. Subsequently he was president of the New York Indemnity and when that company was purchased by the Union Indemnity a year ago, he became a vice-president of the two corporations, making headquarters at their eastern department in this city.

Forged Check Endorsements Follow Theft of Mail Bags

DENVER, July 16.—A number of business firms here cashed checks with forged endorsements following the theft of mail bags in a half dozen downtown office buildings recently. Several firms have been reimbursed under their fraud bonds for losses they suffered.

Postal inspectors started an investigation after they found large quantities of the pilfered mail abandoned in an alley. It is believed some of the stolen checks were dividend disbursements included in mail too bulky to insert in the mail boxes and had been left either on top of the mail boxes or open mail bags.

Willard Case Joins the Public Indemnity Staff

NEWARK, N. J., July 16.—To succeed Edward V. Mills, resigned to go with the Fireman's Fund Indemnity, the directors of Public Indemnity have elected Willard L. Case as vice-president and secretary. Mr. Case is graduate of Brown and Columbia in engineering, was consulting engineer in constructing projects and managing industrial institutions thereby becoming identified with financial houses. He was for five years vice-president of the Independence Indemnity and is now president of the Morris Plan Bank at Philadelphia and General Contract Purchase Corporation, is resident partner of Miller, Franklin & Co., engineers, economists and is a director of the Industrial Bancmanagement Corporation. His brother is J. Herbert Case, chairman board New York federal reserve bank.

Joins Fireman's Fund Indemnity

SAN FRANCISCO, July 16.—President J. B. Levison of the Fireman's Fund fleet has announced the addition of Edward V. Mills to the executive staff of the Fireman's Fund Indemnity. Mr. Mills, a native of San Francisco, was until recently connected with the Public Indemnity as vice-president and secretary. Prior to that position he was secretary and treasurer of the Constitution Indemnity. In joining the Fireman's Fund Indemnity's home office staff, Mr. Mills returns to a field of former activities as he was for a number of years connected with the Pacific Coast department of the Royal Indemnity.

Lloyds Service Possible in U. S.

(CONT'D FROM PRECEDING PAGE)

cost of this method to the average loss claimant would be prohibitive; hence the rarity with which suits against London Lloyds are instituted by residents of foreign countries.

Since the underwriters are free from taxation and close supervision to which American companies are subjected, it is possible for London Lloyds to offer prospective assureds in the United States the "bait" of cut-rates, and still write the business profitably.

In the event of loss, however, the small premium saving proves a poor substitute for the difficulty and expense encountered in claim prosecution, and makes belatedly evident to the assured the wisdom of patronizing legalized institutions, instead of freebooters.

"Income Building Knowledge," a free booklet for casualty men. Write The National Underwriter, Cincinnati.

Court Orders Assessment Levied on Policyholders

MOTOR TRANSIT MUTUAL HIT

Judge Commands Receiver to Secure
Funds to Pay Obligations of
Defunct Concern

Judge Wilkerson of the federal court in Chicago has ordered the receiver of the Motor Transit Mutual of that city, which went into the hands of a receiver Nov. 16, 1929, to assess policyholders not to exceed 12 times the average monthly premium which a policyholder is obligated to pay between Jan. 1, 1927 and Nov. 16, 1929. It is stated that funds amounting to \$589,000 will be sufficient to liquidate the indebtedness. The total deficit at the time of the receiver was appointed was \$409,417. The expenses are given as \$102,354 and doubtful accounts are placed at \$77,267.

Running Mate of a Reciprocal

The Motor Transit Mutual was organized in January, 1924, under the title of the Taxi Mutual Casualty. It changed its name to the Motor Transit Mutual in 1925. The management was under the direction of the Transit Underwriting Corporation, which was controlled by the management of the Motor Car United Underwriters, a reciprocal that went into the hands of a receiver. At the end of 1928 it showed assets of \$202,100 and liabilities of \$156,618. Including its guaranty fund of \$72,406 as a liability there was a deficit of \$26,923. This concern wrote liability, property damage, collision and cargo insurance on buses and trucks.

Auto Deaths for Half Year 1,000 Above Figure for 1929

HARTFORD, July 16.—Approximately 1,000 more persons were killed in automobile accidents in this country the first half of 1930 than in the same period last year, it is indicated by reports of state officials received by the Travelers. The estimated fatality toll for the first half year is 13,500.

This number of deaths on the basis of the motor vehicle fatality record last year is probably only 40 percent of the actual number of persons who will meet death in automobile accidents this year. In 1929, when approximately 31,000 persons were killed, the number of fatalities the last half of the year was around 50 percent greater than in the first six months.

Records reported thus far show that 13 states have effected a decrease amounting to more than 8 percent, while increases in 21 states total more than 17 percent, with deaths in two states reported the same as for the corresponding period last year.

Organization Formed to Combat Fraudulent Claims

ALBANY, July 16.—The Society Against Negligence Frauds, New York City, has been chartered by Herbert A. Rose, Summit, N. J.; Charles R. Wilder, Bronxville, N. Y.; O. G. Browne, Ossining, N. Y.; Henry Voorhis, River Edge, N. J., and Philip H. Senior, New York City.

The purposes for which it is formed are to make an intensive study of the origin and development of negligence and other tortious frauds; to collect, coordinate and disseminate for the members accurate and complete information concerning the identity, activities and methods of fraudulent claimants, of whatsoever type, and of all persons aiding or furthering such claims; to aid in the prosecution of those involved in fraudulent claims.

Weissenborn Dead



HENRY F. WEISSENBORN

Henry F. Weissenborn, vice-president of the Union Indemnity and resident vice-president and general manager of the eastern department at 100 Maiden Lane, New York City, died July 9 of heart disease at his home in Maywood, N. J. He had been suffering for several months but was at his office the day before his death and appeared to be improved.

He started in insurance with the Great Eastern Casualty in 1903, being steadily advanced from claims to underwriting. He became assistant secretary in 1913, and in 1920, when the company was reinsured by the Union Indemnity, he joined the latter company as resident secretary in the east. He was promoted to vice-president of the Union Indemnity and the other companies of the Insurance Securities group, and in 1924 took direct charge of the eastern department. He was one of the younger casualty executives, being only 45.

American Industrial Is Charged With a Deficit

SPRINGFIELD, ILL., July 16.—The insurance department has instituted action to liquidate the American Industrial of Springfield and Judge Briggle in circuit court cited the company to appear to show cause why a receiver should not be appointed. It was launched in 1920 as an assessment life and accident company and according to the department examination had statutory impairment of \$7,951 as of Dec. 31, last. Liabilities of \$4,366 with assets of \$1,414, gave a deficit of \$2,951. The report stated that the \$5,000 emergency reserve fund was lacking. On date of the report the company had 1,089 policies in force with maximum insurance liability of \$1,060,150. R. B. Beson is president; T. V. Rhodes, secretary-treasurer; M. G. Claypool, auditor, and Messrs. Beson and Rhodes with Dr. R. D. Dugan and A. R. Conlee comprised the board of directors. The petition charges that on June 21 the examiners found the office doors locked and the records and books removed.

Drapier Made District Manager

The Massachusetts Bonding has appointed William C. Drapier district manager for the northern Indiana with headquarters in South Bend. Mr. Drapier is well known in that section, having lived there 40 years. He began with Massachusetts Bonding in 1912 and was sent to Omaha to reorganize the Nebraska and Iowa territory.

Hord Is Vice-President of Fireman's Fund Indemnity

TAKES CHARGE OF BIG FIELD

Will Have Executive Supervision Over
All the Territory East of
the Rockies

Eugene F. Hord of New York City, who has been New York City metropolitan manager for the Standard Accident as vice-president for five years, has been elected executive vice-president of the Fireman's Fund Indemnity in charge of the eastern department. The territory covered by the department includes all states east of the Rocky Mountains with the exception of those now under jurisdiction of the head office in San Francisco. This will give Mr. Hord a wide territory. He was formerly with the Maryland Casualty and Travelers. J. B. Levison, president of the Fireman's Fund Indemnity, has been in the east arranging for the appointment. The Fireman's Fund Fire, the Home Fire & Marine and the Occidental Fire are running mates.

Well Ballasted Financially

The Fireman's Fund Indemnity has \$1,000,000 capital, \$3,000,000 net surplus. The majority of the stock is held by the Fireman's Fund and its affiliated companies. The Fireman's Fund Fire and its associates have an excellent agency plant and are very popular. Mr. Hord is a graduate of Kent College of Law in Chicago. He served many years in claim work in Chicago in connection with the Maryland Casualty and later was taken to New York by the company to look after the claim department. He was in charge of the New York office of the Maryland Casualty as manager for 11 years before joining the Standard Accident as vice-president.

Chicago Air Show Demands Large Line of Insurance

The greatest single test of aviation insurance is expected at the monster air show and cross country races to be held at Chicago in August. There are 44 races with \$100,000 cash prizes and many trophies. Grandstands are being built to seat 65,000 persons. It is expected that some 2,000 to 2,500 planes will be in evidence, many of them those of contestants and the others of visitors.

The insurance lines on this vast aviation demonstration it is said will be the largest in history on any similar event, comprising all manner of cover, including public liability, fire, bonding and many other lines necessary to protect a great enterprise.

Bowes & Co., general agent for Barber & Baldwin, aviation underwriters of New York, is contributing one of the trophies. J. P. Bowes, Jr., head of the agency, himself a confirmed air enthusiast who has traveled over the greater part of the country by plane, is a brother-in-law of Vincent Bendix, head of many aviation enterprises, who will have an active part in managing the air show.

Office Holds Annual Picnic

The Chicago branch of the Hartford Steam Boiler held its annual picnic at Round Lake, some 40 miles northwest of Chicago, Tuesday, all save a skeleton staff attending, headed by Manager P. M. Murray. Including guests, there were approximately 150 present. The day was given over entirely to having a good time, lunch and dinner being served at the lake. Sandwiched in were golf, horseshoes, various games, novelty races and the annual keenly fought baseball game between the underwriting and inspection departments.

Cost Conference Is Formed in Southern California, 25 Join

At a meeting in Los Angeles last week the Surety Underwriters' Association of Southern California, representing 25 companies, steps were taken to organize the Southern California Fidelity & Surety Acquisition Cost Conference. Harold W. McGee of the Wren & Van Aken agency and Don M. Ladd of the Fidelity & Deposit were elected temporary president and secretary, respectively. Companies operating in southern California which through their representatives voted for the conference were: Aetna Casualty, Associated Indemnity, American Surety, Columbia Casualty, Commercial Casualty, Continental Casualty, Detroit Fidelity & Surety, Eureka Casualty, Federal Surety, Fidelity & Deposit, Glens Falls Indemnity, Great American Indemnity, Hartford Accident, Indemnity of North America, Maryland Casualty, National Surety, New Amsterdam Casualty, Pacific Indemnity, Union Indemnity, United States Fidelity & Guaranty and the Century Indemnity. Agencies voting for the conference were Wheeler Bros. & Pierce, Swett & Crawford, Wren & Van Aken and Seyler-Day. It is understood that a constitution similar to that of the Northern California Fidelity & Surety Cost Conference will be adopted.

Final Report on Claims of American Bonding

The referee's report on claims still pending against the American Bonding & Casualty of Sioux City, which failed Jan. 24, 1921, is set for a hearing Aug. 11 before Judge Hamilton in the district court at Sioux City. There have been many complications in the settlement of this estate. The chief one arose from a merger with the Chicago Bonding and a claim against it by the federal government amounting to \$1,500,000. The United States claim was settled for \$100,000. This made it easier to deal with other claims.

Illinois Casualty's Showing

The Illinois Casualty of Springfield, Ill., shows an increase in surplus of over \$34,000 as of July 1. In spite of disturbed conditions in the automobile field, the Illinois Casualty is making splendid progress.

Large Verdict Given After Bus Accident

One of the largest verdicts ever given in a personal injury suit in Illinois was returned last week in Superior Judge Kavanagh's court in Chicago when \$100,000 damages was awarded to John M. Prindel, 1205 Sherwin avenue against the Pickwick Greyhound Line Company, operators of motor buses. On Aug. 10 of last year he was passenger in one of the buses enroute from Omaha to Kansas City. While traveling at 45 miles an hour near Auburn, Neb., the bus struck a depression in the road throwing Mr. Prindel and the seat cushion against the top of the coach. He fell back on the iron seat receiving several fractured vertebrae and permanent injuries to his spine. He has been unable to continue his occupation as a bond salesman. The verdict was returned by the jury in 15 minutes which indicates the sentiment in the minds of jurors these days in cases of this character.

Has Group Accident Cover Hurt Monthly Business?

VARIED OPINIONS EXPRESSED

Some Companies Say Industrial Writings Not Affected—Declare Group Plan One for Life Companies

The effect of group disability insurance on monthly payment accident and health business has been a subject for considerable discussion among accident and health company officials recently. It has been generally considered that the group plan has made rather serious inroads on the business of monthly payment agents in many of the larger industrial centers and some company officials have gone so far as to say that monthly pay business was a thing of the past and that the only future for writing accident and health insurance in industrial plants was on the group plan. The fact that industrial accident and health premiums have been showing a better gain than was registered in the commercial division fails, however, to substantiate this theory.

Says Monthly Business Growing

One large western company which has always had a very large part of its business on the monthly payment plan says that that business is showing a steady and consistent gain, and it sees no reason whatever for pessimism in regard to the future of that class of business. In that connection it may be noted that one of the companies, which only a few months ago was predicting that group cover would soon relegate the monthly premium plan to obscurity, is now preparing to get out a new series of monthly premium policies.

Some of the exclusive accident and health companies have entered the group

field as a result of the competition developed in the past year or so, but others maintain that there is no place for them in that business and that group accident and health insurance can be written with success only by a company which is also equipped to write group life insurance. They claim that there is no money being made on accident and health groups and that the life companies which are writing that class are finding it advantageous only because of the fact that it gives them a stronger leverage on the group life business in the same plant, on which they have been making money.

It is claimed on behalf of the group disability form that it has accustomed the employees to the benefits of accident and health insurance and that they are therefore more receptive to individual solicitation, especially in cases where claims have been paid under the group policy. It is also contended that the removal of the danger of over-insurance as a result of payment of benefits under the workmen's compensation law is removed under the group plan, as it ordinarily covers only non-occupational accidents. The opponents of the plan contend, however, that the inclusion of impaired risks in a group will more than offset the advantage of the restriction to non-occupational coverage. In fact it is charged that one company, which has written an especially large volume of group disability business, has been able to secure as good an experience as it has on that class only because of the fact that it offers employers a lower rate if certain individual employees, who are over age or otherwise undesirable risks, are eliminated. This proposal, it is claimed, has resulted in the discharge of some of the older men and their replacement by younger employees.

Casualty Company Notes

The Home Indemnity of New York has been licensed in Michigan and Kentucky.

The Merchants Indemnity has been admitted to Maryland.

Official Dead



ALEX J. JOHNSON

Alex J. Johnson of Chicago, prominent Swedish editor, former member of the Illinois Commerce Commission for six years, and later Illinois superintendent of insurance, died Saturday. He was purely a figurehead while in charge of the insurance department and was little known to insurance men.

He was editor of the "Svenska Kyrkaren," Swedish weekly newspaper. He was city civil service commissioner from 1917 to 1921. King Gustave V. of Sweden decorated him knight of the Order of the Polar Star in 1918.

He addressed the foreign relations committee of the United States senate in 1919 on the Swedish claim to the Aaland islands. He was also the author

Highest Court Is to Pass on Death Due to Sunstroke

The United States Supreme Court has just been asked in a petition for a writ of certiorari to review the case of Nickman vs. New York Life, decided by the circuit court of appeals for the sixth circuit, involving the question of whether death caused by sunstroke is a death caused by accidental means.

The petition points out that the U. S. Supreme Court has never decided any insurance case where the question was raised. The petition does not claim that high temperature of itself is an accident, but asserts that where, out of 1,000,000 people, the insured was singled out for death by sunstroke, the cause of his death was accidental.

The insured was a real estate broker of Cleveland. A contractor erecting a building for him had left the job and the insured was forced to perform an "unusual" and "unexpected" service in going to the roof of the building to induce the contractor to proceed with the work. The day was hot and, due to the height of surrounding buildings, the air did not circulate as it should. These unusual circumstances, it is alleged, caused the death.

The circuit court of appeals held that the death was not accidental.

of documents bearing on many important public questions related to Swedish-American interests.

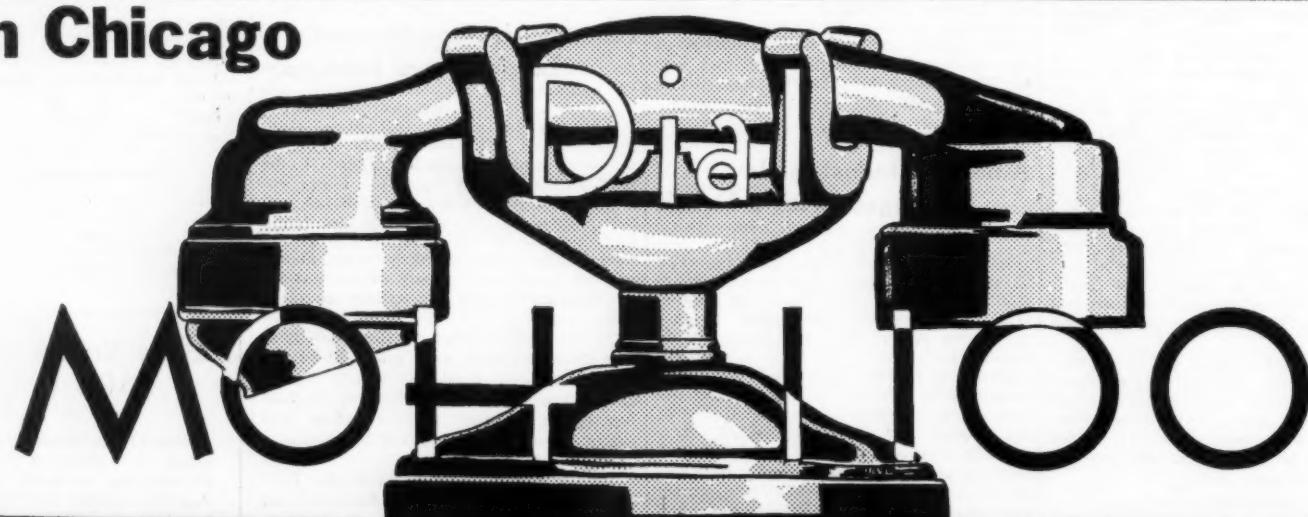
Mr. Johnson was born in Stockholm, Sweden, in 1850.

Casualty Company Notes

The New Amsterdam Casualty has been admitted to Montana.

The Occidental Indemnity, running mate of the Fireman's Fund, has been licensed in Texas.

In Chicago



for *unfailing* plate glass replacement service.

Prompt replacements keep plate glass insurance sold.
If it's a question of prompt glass replacement or loss of your client's business remember the two hour service which is not unusual with this company which is foremost in the Chicago plate glass replacement field.

CALL MOHAWK 1100

AMERICAN GLASS COMPANY

1030-42 North Branch Street, Chicago

Don't let an accident spoil your vacation



YOUR vacation should be carefree—but not to the extent of recklessness. Even a minor injury can detract much from the pleasure of your holidays. You can have plenty of fun and exercise without taking chances.

Here are ways to avoid the most frequent causes of disability during vacation time:

If you motor, drive carefully and note road warnings. Wear goggles when riding in an open car to avoid eye injuries.

When barefoot in bathing costume, look out for broken glass and nails. If you cannot swim, stay in shallow water. Do not dive in dangerous places.

Use care in walking over unfamiliar ground in the dark, and look out for

unexpected steps and sudden drops. Avoid handling strange plants, as there are many poisonous varieties.

Beware of unfriendly dogs. Also be careful around horses.

Take precautions against insect bites, and if bitten severely, seek immediate medical treatment.

In all circumstances, be your usual, careful self.



Even with the exercise of greatest care, insurance is an economic necessity. The agent of this Company in your city will be pleased to study your insurance problems and assist you in arranging needed insurance.

**Indemnity Insurance Company
of North America**

PHILADELPHIA

and affiliated North America Companies write practically
every form of insurance except life.

Vacation Accidents

THE timely advertisement shown here appears in The Saturday Evening Post of July 26th.

It is being run by the Indemnity Insurance Company of North America to warn against vacation dangers and to promote Accident Insurance.

CHANGES IN CASUALTY FIELD

Bankers Indemnity Changes

President H. P. Jackson Announces Important Changes That Will Greatly Strengthen the Organization

NEWARK, July 16.—Important appointments announced by President H. P. Jackson of the Bankers Indemnity include those of Ernest H. Babbage as vice-president, and of J. L. Crowley as resident vice-president in charge of the newly established Ohio branch office at Cleveland.

Mr. Babbage has had close to 20 years' experience in casualty underwriting. He was successively connected with the Ocean Accident, Globe Indemnity, Commercial Casualty and New York Indemnity, resigning as vice-president of the last named company to join the official staff of the Bankers' Indemnity, of which he has been secretary since Jan. 1, 1927.

In Ohio for Ten Years

Mr. Crowley had been associated with the Norwich Union Indemnity in the Ohio field for ten years, acting as manager of its branch office in the state since 1926. In his earlier days he was a newspaper man, subsequently studying law and finally concluding to enter the more appealing casualty line. He knows and is known and respected by the insurance fraternity in Ohio and is prepared to popularize the Bankers Indemnity throughout the territory as well.

President Jackson is now on an agency trip through the central west, in the course of which he plans to visit Chicago, Milwaukee, Omaha, Denver, St. Louis, Kansas City and Cleveland, returning home the latter part of the month.

Dowell Has Lloyds Casualty

Resigns as the Vice-President and General Manager of the Eureka Casualty

The Lloyds Casualty announces that Bert L. Dowell has been appointed manager of the Pacific Coast department



B. L. DOWELL

with headquarters in Los Angeles. He has been vice-president and general manager of the Eureka Casualty of that city. He has had 14 years' experience in casualty insurance on the coast. He is a native of Denver. He opened an

agency at Houston, Tex., in 1906 but two years later went to Los Angeles. He was in the railroad business for a while but in 1916 became general agent for the California for automobile business at San Francisco. Later he took on other companies in the Commercial Union fleet. He built up a large automobile business on the Pacific Coast. When the Columbia Casualty entered California, Mr. Dowell established it in connection with the fire companies of the Commercial Union flotilla. Four years later the Commercial Union placed the management of its automobile department with that of the fire department and appointed Mr. Dowell resident manager, including the Columbia Casualty at Los Angeles. He was elected vice-president and general manager of the Eureka Casualty in 1927.

McCredie Has New York City

Detroit City Manager of the Standard Accident Is Promoted to Greater Work

NEW YORK, July 16.—G. I. McCredie has been appointed manager of the New York metropolitan office of the Standard Accident, succeeding Eugene F. Hord, who becomes executive vice-president of the Fireman's Fund Indemnity. Vice-President Paul M. Bowen was in the city and arranged for the succession. Mr. McCredie has been manager of the Detroit city office of the Standard Accident, having been connected with the company for 11 years. He is regarded as one of the best men in the organization.

Made Start at St. Paul

Mr. McCredie's first connection with the Standard Accident was as manager of the casualty department in the office of Fitzhugh & Robert A. Burns, general agents at St. Paul. Then he became manager at Cleveland and from

there was transferred to the home office city management.

Fidelity & Deposit Makes Changes

BALTIMORE, July 16.—The following changes in the field force of the Fidelity & Deposit have been made:

Harrison C. Strohsahl becomes assistant manager of the court bond department in New York City. He succeeds Miss Francis A. Massey, who has joined the production end. Mr. Strohsahl has been with the Union Indemnity in charge of its court bond department for the metropolitan area. Prior to that he was with the New York Indemnity and the National Surety.

J. Costello Otto has been appointed attorney and adjuster for the New Orleans territory and Boyd L. Faithful, who has been in charge there, will later be assigned to another field claim office.

D. W. Bien has been appointed assistant attorney and adjuster to W. E. Stickley in Syracuse, N. Y.

A service office has been opened in Des Moines in charge of James K. Knox.

Claim Office at Pittsburgh

The Great American Indemnity has opened a claim department for western Pennsylvania, with headquarters in the Commonwealth building at Pittsburgh. It is in charge of Thomas W. Bivin, adjuster, who for the past two years has been associated with the company at the Cleveland office, and who prior to that time was associated with the law firm of Cavanaugh, Jones & Gregg at Cleveland.

Edwards Acting Manager

TORONTO, July 16.—The Zurich has appointed G. C. Edwards acting manager for Canada. Mr. Edwards, though only 36 years of age, has been in insurance work for 18 years, with the Western, Norwich Union and Em-



To Agents and Brokers—

At a time when the course of business is still uncertain, the wisest plan to follow is to obtain unprejudiced, unbiased and well-balanced advice from the

Maryland Casualty Company
Baltimore

Our Company, with its many contacts in diversified fields, is always ready to give Service.

TIME

THREE are three classes of Insurance men, and they fit into three grooves in respect to Time:

Time was.....the Hasbeens
 Time is.....the Doers
 Time will be.....The Dreamers

Domitian, the Roman Emperor spent much of his Time in killing flies, and Eropas, a Macedonian King spent his in making lanterns, while Elizabeth, Queen of England, with ten thousand dresses in her wardrobe, a kingdom at her feet on which the sun never set, cried out, upon her death bed: "Millions of money for an inch of Time!"

Precious ticks!

But Time cannot be bartered, not even with millions of money. It belongs to us all alike. To some it is a boon; to others a boredom. Some of us, it drives with a whiplash; some, it evades with an exasperating elusiveness. Who hasn't experienced moments when Time was racing away from them? "O, for an engine," cried Ben Johnson, "to keep back all clocks." So much to do, so little Time in which to accomplish it!

There was an ancient custom of putting an hourglass in the coffin of the dead to signify that Time had run out; but what a useless notification.

We, in this advertisement, place the hourglass in the hands of the living to show them that TIME is the cradle of hope, of all enterprise, of all endeavor, of all success. It was Pittacus, one of the seven wise men, who said: "Know Time; lose not a single minute!" It is with something of this feeling about Time, that we invite those agents belonging to the second class to grant us the privilege of laying before them details about our new agency franchise. Time is—NOW!

CASUALTY
INSURANCE



FIDELITY AND
SURETYSHIP

Standard Surety & Casualty Company OF NEW YORK

Home Office: 80 John Street, New York, N. Y.

FRANK G. MORRIS, President

"A Multiple Line Casualty and Surety Company"

Surplus to Policyholders \$2,984,120.90

ployers' Liability. Early this year he went to the Zurich as assistant manager.

The company also announces the following changes: John H. Burgar, promoted to superintendent; George Driver, appointed group disability representative for the health and accident department; R. L. Freeman, promoted to claims adjuster; Harold Withers, special representative in Ontario; G. C. Dickson, claims adjuster for British Columbia, in the new Vancouver branch; G. J. Mackness continues in charge of underwriting of miscellaneous casualty lines, and J. C. Clark in charge of casualty underwriting.

Ferris Manager in Los Angeles

George J. Ferris has been appointed manager of the recently established Los Angeles branch of the America & Security Insurance Corporation at 326 West Ninth street. The America & Security is general agent for the Central West Casualty of Detroit.

Ulatowski Is Transferred

Casmir M. Ulatowski, who has been manager of the fraud, crime protective and merchants protective bond departments of the Buffalo office of the National Surety, has been made supervisor for eastern Pennsylvania, including Philadelphia.

Lyons With Union Indemnity

A. G. Lyons, formerly a local agent,

WORKMEN'S COMPENSATION

Decision Disturbs Laborites

Missouri Supreme Court Holds Accident Occurring Away From Regular Duties Is Not Compensationable

ST. LOUIS, July 16.—Realizing the far-reaching effect of the recent decision of the Missouri supreme court holding that the parents of Maurice J. Cassidy, Jr., who was killed in an industrial accident are not entitled to workmen's compensation because the fatal accident occurred at a point where his regular employment duties did not require him to be, labor leaders of Missouri have taken steps to obtain a review of the case by the Missouri supreme court en banc. Both the central trades and labor unions of St. Louis and the Building Trades Council of St. Louis have approved this action.

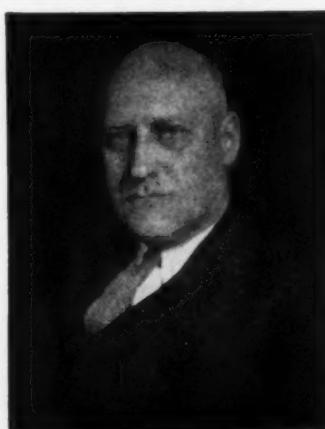
Cassidy was an engineer on an air hoist being used in the construction of a plant in North St. Louis. He had been on the job but a few days and went to visit the engineer in charge of a large crane to inquire where the weekly pay checks would be distributed. On the crane he came in contact with an electric wire and the shock threw him to the ground, resulting in his death. The fatal accident occurred on July 9, 1927. The Missouri workmen's compensation commission awarded his parents \$13,200.

The Missouri supreme court division number 2, held that the accident did not arise out of and in the course of Cassidy's employment within the meaning of the workmen's compensation act. Labor leaders fear that if this ruling is allowed to stand the effectiveness of the compensation act as a protection to workers will be greatly reduced, since it confines accidents to the particular job to which a workman may be assigned, and eliminates other accidents that may occur in the place of his employment.

No Change in Montana Law

HELENA, MONT., July 16.—The radical proposals for changes in the workmen's compensation law of Montana through initiative petitions failed through lack of sufficient signatures. While 15,585 signatures were required to initiate the two bills, only 9,209 signatures had been affixed to a measure proposing a new

Made Vice-President



ERNEST H. BABBAGE

Elevated from Secretary to Vice-President of the Bankers Indemnity

later in the field for the Charles C. Terry general agency and with the D. Cliff Stone general agency of Nashville, has become special agent in Kentucky for the Union Indemnity, with headquarters at the branch office, Louisville.

ACCIDENT—HEALTH

Companies' Merger Approved

Michigan and Massachusetts Ratify Deal of Federal Life & Casualty and Eastern Casualty

Formal approval of the merger of the Federal Life & Casualty of Detroit and the Eastern Casualty of Boston has been given by the insurance departments of Michigan and Massachusetts. The amalgamation was effected by means of an exchange of stock on an equitable basis.

Under the merger, the Federal Life & Casualty will have a capital and surplus of approximately \$700,000 and assets of about \$2,500,000, with annual premium income substantially in excess of \$1,000,000, according to President V. D. Cliff. Mr. Cliff organized the Federal Casualty 24 years ago and has directed it since. The company began writing life insurance in March of this year.

Under the new arrangement, the Federal will write business in 35 states, covering virtually all of the northern states and some of the southern ones, including Kentucky, Tennessee, Alabama, Georgia and Texas. The Eastern Casualty has confined its sales efforts largely to the New England and north central states.

The Federal Life & Casualty, which has been chartered to write life insurance since early in the year, issued its first policy in March and really got underway with the life department about June 1. The company is proceeding

slowly with the new department, placing its forms in the hands of its casualty agency organization only for the present. The life business is being written in 20 states at the present time. President V. D. Cliff plans to engage an experienced life executive to handle the department. Now that the merger with the Eastern Casualty of Boston has been negotiated he will devote his attention to the building up of the life underwriting.

Sue to Recover Taxes

Two suits against the state of Mississippi have been filed in circuit court in Jackson for the recovery of insurance taxes. The suits were brought by the National Life & Accident for \$2,031 and the Life & Casualty for \$1,305. The companies contend that Mississippi collected 2 3-4 percent privilege tax on premiums in 1923 contrary to a supreme court decision setting 2 percent as the maximum tax.

Paul Revere Life Starts

The Paul Revere Life of Worcester, Mass., has been authorized to do business as a stock company writing life, accident and health business. It has

paid in capital of \$400,000. Charles A. Harrington is president; William C. Johnson, vice-president and actuary; L. G. Hodgkins, secretary, and Frank C. Harrington, treasurer. All are officers of the Massachusetts Protective of Worcester, which writes health and accident.

The company expects to enter soon the other states where the Massachusetts Protective is represented.

Change Name to Alta Life

PHILADELPHIA, July 16.—Believing that its name was a misnomer and confused people as to the nature of its business, the Alta Friendly Society has changed its name to the Alta Life.

At the home office of the Alta, it was said that the change in name signified no change in its mode of operation. The company has always been a stock company and has \$300,000 capital and \$150,000 surplus.

It is solely an industrial company and writes business in Pennsylvania only. Prior to the change in name it wrote health and accident insurance with a death rider but since the change in name has put on a line of industrial life insurance. W. H. Whitaker is president.

NEWS OF THE COMPANIES

New Company Will Be Active

Fireman's Fund Indemnity Will Enter the Various States and Promote Its Organization

SAN FRANCISCO, July 16.—With department offices determined upon, the selection of Eugene Hord of New York to be executive vice-president in charge of practically all of the territory east of the Rocky Mountains and arrangements completed for the home office supervision, it is expected that the new Fireman's Fund Indemnity will soon actively commence business. Company executives do not anticipate any difficulty in entering the states desired fairly rapidly, for all of the necessary details have been carefully worked out at the Fireman's Fund head office by President J. B. Levison and his associates. Mr. Levison is a sturdy advocate of careful and solid preparation and for that reason the new company will be put into the active class without undue hesitation in any section.

As the company will operate closely with the parent company and as many agents of the fire organization have signified their interest in the new organization, there is no question of representation in any state in which the other companies now operate.

President Levison, who has been east for some time in behalf of the new company, was expected to return to his offices in San Francisco about July 15. At his office it was reported that he would likely make known his plans in detail several days after his return.

International Reinsurance Gains

According to Carl M. Hansen, president, the International Reinsurance in its report for the first half year will show further substantial gains, with gross income of \$2,721,000, and excess of income over disbursements for the six months well ahead of \$1,000,000. Revising previous estimates of \$5,500,000 to \$6,000,000 gross income for the entire year 1930, Mr. Hansen estimates the corporation will show better than \$6,000,000.

It is understood that as soon as conditions are favorable additional stock will be issued and offered first to stockholders. Out of an increase of 100,000 shares in authorized capital made last year, the company has 50,000 shares to issue.

American Surety's Progress

Report for First Six Months of 1930 Shows Substantial Increase in Net Premium Income

NEW YORK, July 16.—There was no halting in the progress of the American Surety the first six months of the present year, its net premiums for the period totaling \$6,017,139, greater by \$303,126 than for the first half of 1929, while its investment income increased \$208,388. After deducting incurred losses, expenses and taxes, but before the adjustment of the premium reserve, the semi-annual report shows net earnings from underwriting and investments of \$1,185,275, a decrease of \$120,186 compared with last year. This is accounted for by an increase of \$440,266 in net claims incurred. The company follows the sound practice of taking no credit for salvages until these are reduced to a cash basis.

After allowing for an increase of \$413,935 in unearned premium reserve, and quoting investment holdings at market figures June 30, the American Surety has a surplus and undivided profit account of \$7,855,771, plus a voluntary special reserve of \$1,250,000.

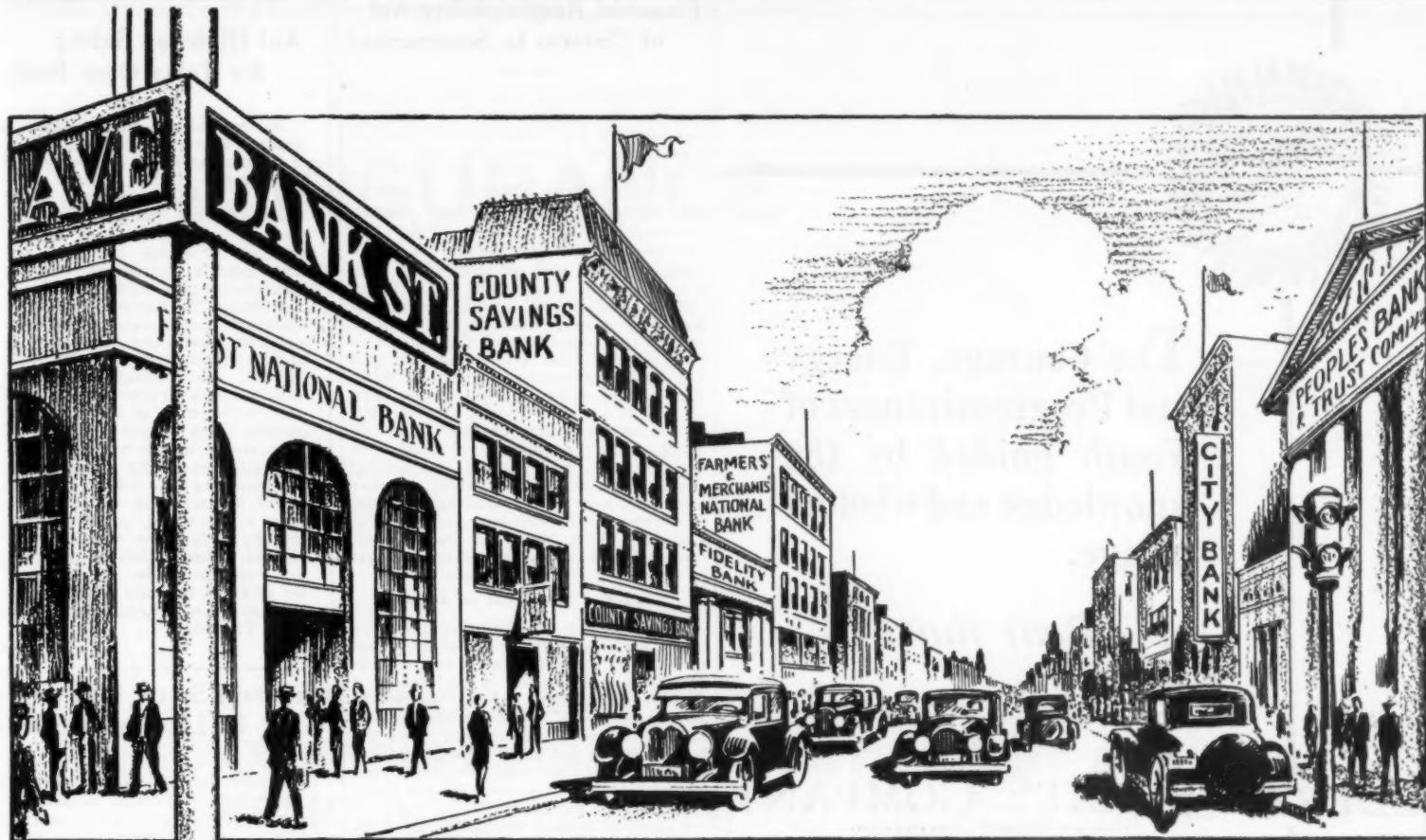
Workmen's Mutual to Start

The Workmen's Mutual of Milwaukee, which will specialize on automobile casualty lines, has been granted a charter by Commissioner Milton A. Freedy. It was announced that the company has met all the requirements made by Mr. Freedy and that it will begin business at once. It is understood that it will operate largely through members of labor unions, although no definite announcements have been made as to the method.

First National Indemnity Licensed

OMAHA, July 16.—The First National Indemnity of Omaha has been licensed in Nebraska. Organization began May 15, 1930. The home office will be 825 Omaha Building & Loan building. The officers are: A. T. Bradford, president; Paul Bleicher, secretary-treasurer; H. S. Marks and M. L. Goldenberg, directors.

Use and Occupancy insurance is a profitable line. Agents should read "Moving the Mystery from U. and O. Insurance," published by The National. Are you able to quickly analyze an **Accident or Health Policy**? The Sales Training Course in Accident & Health Insurance will help you to do this. Write The National Underwriter Company, Cincinnati, O., for information.



Sell the Banks on Bank Street and Better Your Bank Balance

BANKS need many of the same forms of insurance as other businesses, and, in addition, they need Bankers' Blanket Bonds, Bank Burglary and Robbery, Hold Up, Check Forgery, and Safe Deposit Box Insurance. Wherever there is a bank there is business for the agent, and he will find that by selling the banks on Bank Street he will better his bank balance.

THE INDEPENDENCE COMPANIES

CHARLES H. HOLLAND, President
HOME OFFICES, INDEPENDENCE BUILDING, PHILADELPHIA

Corroon & Reynolds, Inc., Manager

These Companies maintain Human Relations with their Agents, Brokers and Policyholders





**The Courage, Energy
and Progressiveness of
Youth guided by the
knowledge and wisdom
of age.**

Beat that!

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"THAT YOUNG COMPANY"

**W. L. TAYLOR
President**

Home Office - - Davenport, Iowa



**Something NEW
In Accident Insurance!**

Be a pioneer with this new Double-Triple Indemnity Accident Policy. Less sales-resistance due to its unusual benefits and features. "Pays Double and Triple." Increase your earnings by selling this remarkable policy. This is truly a great opportunity. Write TODAY for details.

GENERAL ACCIDENT
FIRE AND LIFE ASSURANCE CORPORATION, LTD.

Frederick Richardson, United States Manager
4th & Walnut Streets Philadelphia, Pa.

AMERICAN CASUALTY COMPANY
READING, PENNSYLVANIA

**BIG ENOUGH FOR YOUR NEEDS
BUT NOT OVERGROWN**

Inquire about our excellent agency proposition

Incorporated 1902

Assets \$3,791,807.40

Financial Responsibility Act of Ontario Is Summarized

TORONTO, July 16.—The Canadian Automobile Underwriters' Association has issued a brief summary of Ontario's new financial responsibility act, which is effective Sept. 1 and affects some 500,000 motorists. The law applies to all automobiles, motor trucks, trailers, motorcycles and tractors. Under this law, the operator's license and his motor vehicle permit will be suspended, until the holder has given proof of his financial responsibility, if any of certain offenses have been committed in Ontario, or any other province of Canada, or in the United States, or if he has not paid any final judgment against him for damages caused to any person to the limit of \$5,000 for one person, and \$10,000 if two or more persons have been injured, or to the property of another in excess of \$100 and up to \$1,000, arising out of a motor vehicle accident, whether such judgment is rendered against him in Ontario or in any other province of Canada. When proof of financial responsibility has been required, it must be continued for three years.

Company Has Right of Action

If the person to whom an insurance policy was issued has violated its terms, whether by misstatement in his application for the insurance or on breach of the conditions of the policy, the person injured may still claim against the insurance company, but in that event the company by a provision in its policy may have a right of action against the policyholder for recovery of the damages paid on his behalf.

Under reciprocal arrangements with other provinces of Canada, and the United States, any driving offense by an Ontario motorist, committed outside of Ontario, will be reported to the registrar of motor vehicles in Ontario, who may then require proof of financial responsibility. Also Ontario will report any offense in Ontario by drivers of cars of other provinces and states to the official who issued the license.

Any person insured may obtain a certificate of insurance from the company which has issued a policy to him, and file it with the registrar to show his financial responsibility, so that in the event of an offense under the act, his license or permit would not be immediately suspended. No filing of insurance certificates or other proof of responsibility can be made with the registrar until after Sept. 1, when the act goes into force.

C. W. Lewis Promoted to Vice Presidency of Company

Clarence W. Lewis, now manager of the Indemnity Insurance Company of North America in New York City, has been transferred to the home office and will be vice-president of that company and its running mate, the Alliance Casualty. William J. Witschen has been appointed manager of the New York office to succeed Mr. Lewis. He has been assistant manager. James R. Rooney, assistant manager in charge of the fidelity and surety department, will assume duties of a more general nature. All men involved have most excellent records.

Chicago Casualty Club Outing

The first golf outing of the Casualty Club of Chicago will be held at the Elgin Country Club July 22. The club is located three miles west of Elgin, Ill., on Route "5". A whole day's play is planned and suitable prizes for all events will be provided. W. W. Steiner, Globe Indemnity, and V. H. Bartholomew, New Amsterdam Casualty, are the arrangements committee.

Read **The National Underwriter** regularly. Subscribe for a personal copy.

Aid Highway Safety By Talks Over Radio

In an effort to promote a greater degree of highway safety in Connecticut, the motor vehicle department of that state is making use of the radio in a direct appeal to the public. This appeal is being made weekly through a series of news announcements broadcast by the Travelers radio station, WTIC.

Robbins B. Stoeckel, commissioner of motor vehicles in Connecticut, introduced the series of radio appeals by a talk over WTIC. He outlined the plan by which the department would present to listeners of the Travelers station some of the problems of present-day motor vehicle traffic. The purpose of the series of announcements is to inform the public of the ways in which it can help solve traffic problems and thereby reduce the toll from accidents. Newspapers in the state are cooperating in the endeavor by printing resumes of the news announcements made over the air each Thursday.

Mountain States Life to be Licensed in Illinois

The time having expired last week for the attorney general of Illinois to present a petition to the supreme court of Illinois in the matter of the mandamus proceedings brought by the Mountain States Life, counsel for the Mountain States presented the renewed application for its admission to Illinois. License will be issued as soon as a later certificate of deposit is obtained and filed with the Illinois department.

In the meantime, the Illinois department will conduct an examination of the accident and health activities of the Mountain States Life, and concurrently the Illinois and Colorado departments will conduct an examination of the Great American Casualty.

The proposed reinsurance contract whereby the Mountain States Life takes the Great American Casualty will be given consideration as soon as license is granted and the examination of the two companies has been concluded.

Chairmen Are Named for White Sulphur Convention

NEW YORK, July 16.—William A. Edgar, vice-president and agency director United States Fidelity & Guaranty, has been named chairman of the entertainment committee for the annual convention of the International Association of Casualty & Surety Underwriters to be held at White Sulphur Springs Sept. 30-Oct. 1. Wallace J. Falvey, first vice-president Massachusetts Bonding, has been named chairman of the golf committee. Preparation of the program is progressing and from present indications it will surpass that of any previous meeting.

Sanderson on Crutches

Elmer Sanderson of the casualty department of W. A. Alexander & Co., large Chicago general agency representing the Fidelity & Casualty as well as other companies, has been suffering from a broken foot for several weeks. Mr. Sanderson permitted himself to be laid up only four days, when with his foot in a plaster cast he hobbled down to his office on crutches to resume work. He was able this week to discard the crutches and switch to a cane, which considerably expedites his progress in the search for premiums.

REINSURANCE

A PRACTICAL AND PROFITABLE MEANS OF EXPANDING SERVICE TO BOTH AGENT AND POLICYHOLDER, WITHOUT INCREASING THE UNDERWRITER'S NET EXPOSURE.

PROVIDED FOR CASUALTY COMPANIES BY

**EMPLOYERS
REINSURANCE
CORPORATION
KANSAS CITY**

FIDELITY AND SURETY NEWS

Interesting Case to Come Up

London Lloyds Underwriters Agree to Accept Service and Have Issue Adjudicated in Court

A suit will be started in the state supreme court of New York by the Bank of the United States against a number of London Lloyds underwriters owing to the denial of liability under a blanket policy. Lloyds' underwriters, it seems, have agreed to accept service to determine the legal questions involved. Issue arises under a banker's blanket bond issued by London Lloyds to the Colonial Bank of New York. A claim of \$135,000 was made on ground of embezzlement and fraud by some of the members of the staff. London Lloyds underwriters denied liability on the ground that the 12 months' time allowed for the discovery of losses was only designated as applying where the policy had expired and not been renewed.

National Surety Had Bond

In the case the London Lloyds had a policy on the Colonial Bank which was absorbed by the Bank of the United States. The National Surety had a policy for the Bank of the United States. The Colonial Bank requested cancellation of this Lloyds policy effective April 1, 1929. Its policy provided that the assured should collect any loss sustained during the term of

the policy and discovered within 12 months after the expiration, even though the policy had not been renewed. London Lloyds contended that no such time for discovering losses was granted where a cancellation was effected, although no definite statement to this end was contained in the policy. The Bank of the United States' banker's blanket bond was very similar to the Lloyds policy.

What the Bond Provided

When the bank was absorbed the National Surety bond succeeded the Lloyds' policy and any unrevealed hazard was taken care of by a rider providing that in event of a loss happening under the Lloyds' policy, which was covered by that policy and which was of a kind covered by the National Surety bond and the loss was discovered by the assured at a date later than the time provided in the Lloyds' policy for the discovery of losses, then the loss would be payable under the National Surety bond.

National Surety's Position

The National Surety contended that the \$135,000 loss was incurred prior to the attaching of its bond to the merged Colonial Bank. It took the position that the Bank of the United States should proceed to enforce the collection of a loss under the London Lloyds' contract. After nearly 12 months from the time the loss was discovered and reported the Lloyds' underwriters have submitted to the jurisdiction of the New York state courts. Action will be brought naming the underwriters, being in the neighborhood of \$900. The National Surety declares that it is prepared to pay without litigation whatever sum, if any, it may be liable for under the bond. It contends, however, that London Lloyds' underwriters are trying to shift their liability to the National Surety.

Charges Branch Responsible

Schuchardt Agency, Fond du Lac, Wis., States Former Company Manager Quoted Below Manual

Far from acting without authority of the Massachusetts Bonding and submitting a bid for public official bonds at

Fond du Lac, Wis., below manual, says A. B. Schuchardt, agent of the company there, this bid was prepared by the Chicago branch office under direction of the former manager, A. G. Stanten, who recently resigned, and a letter of authorization was received from Mr. Stanten, THE NATIONAL UNDERWRITER, issue of July 10, carried a news article in which the Chicago branch was authority for the statement that the Schuchardt agency's bid was not officially approved.

Mr. Schuchardt says: "The names and the amounts of the bonds were procured by the Schuchardt agency and submitted to the Chicago office of the Massachusetts Bonding. In due time, their bid was received by the agency with some minor errors which were corrected by Manager A. G. Stanten, and at the same time giving the agency a letter of authorization requesting the bids to be submitted as corrected by him. This agency received the business on the bids so submitted, and immediately telephoned Mr. Stanten to issue the bonds, when, he, for the first time, informed us that he had made a mistake and could not write them. In the meantime, a binder had been filed with the commission.

"When it was ascertained that the manager absolutely refused to issue the bonds, the matter was taken up with the insurance commissioner, who decided that he would compel the Massachusetts Bonding to issue the bonds, the commissioner believing that the responsibility rested entirely with the company and the agency's bid was made in good faith with a guarantee deposit. The Schuchardt agency had absolutely nothing to do in promulgating the rates."

Bamberg Goes to Atlanta

F. M. Bamberg, for some time manager of the bond department of the Standard Accident branch office at Indianapolis, has been transferred to the Atlanta, Ga., branch as manager of the bond department. C. L. R. Nichol, manager of the southeastern branch, which includes six or seven states, and Mr. Bamberg are personal friends of long standing, both having gone from the south to the home office at Detroit, before being placed in branch office connections.

CASUALTY PERSONALS

Martin L. Hines, chief adjuster of the claim department of the Travelers branch office in Boston, observed his 25th anniversary as an employee of the company last week. Mr. Hines has been in the Boston office 18 years and was previously with the Travelers in Newark, Hartford, New York and Indianapolis for seven years.

Employees in Mr. Hines' department presented him a large leather traveling bag and flowers, while a number of floral tributes and letters of congratulation came from executives in the home office. Mr. Hines has been active in the Boston Association of Claim Executives.

E. Irving Fiery, general manager of Bowes & Co., large Chicago general agency, has been elected president of the Knockers club, an informal organ-

ization of casualty and surety men, and **Harry Reynolds**, head of the surety department for the Century Indemnity in Chicago, has been elected vice-president.

William J. Hart, 63, for 24 years with the Great Western of Des Moines and for several years manager at Burlington, Ia., died in a hospital following a stroke of paralysis.

A new son has been born to Mr. and Mrs. **Guy Leroy Stevick, Jr.** Mr. Stevick is Seattle manager for the American Bonding.

Moore Bureau to Continue

NEW YORK, July 16.—Subscribers to the W. F. Moore plate glass insurance rating service have been advised that the business of the organization will be continued with the same capable staff and from the same headquarters as heretofore, with Robert F. Moore, son of the late founder of the bureau, as manager. Under W. F. Moore's direction a careful tabulation and analysis of rating data was kept year after year, with the operation of which the office staff is very familiar and which it will carry on and extend as conditions warrant.

Otto J. Kerschensteiner of Jefferson, Wis., one of the oldest agents of the Fidelity & Deposit in point of service in that state and one of its most active producers, is dead.

Our Story:—

The Preferred Accident Insurance Company

OF NEW YORK
KIMBALL C. ATWOOD, Pres.
80 Maiden Lane, New York

Has pleased its Agents and Policyholders and steadily grown in financial solidity and in prestige for 40 years.

We write Accident—Health—Auto Liability and Property Damage and Burglary Insurance.

All Agency contracts are direct with Home Office.
Assets exceed \$12,000,000 — Surplus to policyholders over \$6,000,000.

We have some territory open that may interest you.

Seaboard announces

We believe our facilities to be highly beneficial to surety bond producers:

1. In taking care of those clients which they now have and which are entitled to a preferential rate.
2. Enabling a producer to approach a prospective client who is entitled to a preferential rate, soliciting not only the bond business of such client, but collateral lines.

Seaboard Surety Company

E. D. Livingston, President

Head Office: 80 John Street, New York
Western Executive Office: 175 W. Jackson Blvd., Chicago

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